The NATIONAL UNDERWRITER

THURSDAY, MARCH 14, 1957

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The National Weekly Newspaper of Fire and Casualty Insurance

61st Year, No. 11
March 14, 1957

Victory of Fireman's Fund on Appeal in FTC Case Regarded as First Significant Court Opinion on Important Jurisdiction Issue

U. S. ninth circuit court of appeals at San Francisco has unanimously ruled that a federal district court erred in ordering Fireman's Fund Indemnity to submit A&S advertising material to J. Earl Cox, hearing examiner of the Federal Trade Commission. This decision is seen as a significant one on the issue of FTC jurisdiction.

Fireman's Fund, charged by FTC with false and misleading A&S advertising, refused a request to submit its advertising material for inspection. The company subsequently resisted a FTC subpoena ordering President James F. Crafts to submit the material to Examiner Cox. FTC then obtained an order from the federal district court to require Mr. Crafts to appear with the material before the examiner. The company appealed the order to the appeals court.

Mr. Crafts appealed the order on grounds that FTC lacked jurisdiction and that the A&S exhibits demanded were not relevant to any inquiry within the commission's jurisdiction. He said the company is closely regulated in all advertising by California, even for business conducted outside the state.

Judge Fee, who wrote the appeals court opinion, did not rule in the broadest possible way on jurisdiction under the McCarran act because the court was not asked to do so. However, he doubted the right of the FTC to demand the advertising material and held that the lower court should not have upheld the subpoena. He noted that the proceeding to endorse the subpoena was initiated to gain complete disclosure of all company A&S records without settling the question of FTC authority to investigate the company in this proceeding.

The trial judge apparently accepted the claim, Judge Fee wrote, that the district court had no jurisdiction to consider whether the commission had the power to investigate Fireman's Fund at all. FTC urged the appeals court to accept FTC's interpretation of its own claimed power to make the investigation, with the breadth of it to be reviewed when the final order in the main proceeding is attacked. The appeals court rejected this limitation on the trial court's jurisdiction.

Since FTC was asking for relief of an affirmative nature, it was up to the commission to establish affirmatively its legal power to act in the field, among other essentials, Judge Fee said.

Judge Fee said the district court erred on these grounds: That it refused to consider the scope of authority of FTC, the relevancy of the testimony or documents to any inquiry which FTC had the authority to conduct and the arbitrary nature of the demand considering that Congress may have prohibited action or at least closely circumscribed action in this field of interstate commerce by the commission.

He said the district court must consider not only its own jurisdiction, but also the authority of any agency to act which seeks relief before it. The idea that a fiat of an administrative agency stating authority to act in a particular field is sacrosanct is illusory, he held.

"That there are limitations upon the power of the commission in this field is beyond all doubt," Judge Fee said. "It is apparently conceded by everyone that the agency had no power to inquire into the advertising of this corporation in the state of California . . . . it is also stated by counsel that the agency has no interest in discovery as to this area. But this court cannot consider this as a supposition or admission. The trial court enforced the subpoena as it read without qualification or exception. This was in error."

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Commenting on the court's action, James F. Crafts, president of Fireman's Fund Indemnity, said: "Fireman's Fund has believed from the start that the business of insurance is regulated by state laws and therefore that the FTC has no jurisdiction. We believe this to be the intent of Public Law 15, and that it only can be interpreted as limiting the commission to regulating the business of insurance, only 'to the extent that such business is not regulated by state law.' "

"When our company was cited in

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Highlights of the Week's News

Schlesinger Retires, Springfield Names Eight in Promotions

Frank A. Schlesinger, chairman of Springfield F.&M. group, is retiring April 1 at his own request.

In other changes announced at the annual meeting Tuesday, Lyman A. McIntyre, resident assistant vice-president at Chicago, was elected vice-


F. A. Schlesinger


L. A. McIntyre

president and will transfer to the home office; H. Philip Chapman Jr., financial secretary, was advanced to investment vice-president; Irving J. Cordner, treasurer, was elected assistant vice-president and treasurer; Frank W. Spalding Jr., resident secretary at Chicago, was elected resident assistant vice-president there; H. Robert Van Gaasbeck and Richard M. Linton, superintendents, were elected assistant treasurers, and Dean S. Lightfood, superintendent, was elected resident assistant secretary at Chicago. The same changes were made for the affiliated New England.

Julius H. Appleton, Springfield attorney, was elected a director.

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Mr. Schlesinger joined Springfield F.&M. in 1907 in the statistical department. Of his 49 years with the company, 38 have been in an official capacity. He was elected assistant treasurer in 1919; treasurer in 1928; vice-president and director in 1942; executive vice-president in 1953, and chairman in 1955. He has been in the financial and investment part of the business since becoming a director, and has seen the investment portfolio increase from approximately $32 mil-

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Bond Producers at Convention Review Current Problems

Hear Navy, Army and Other U. S. Representatives on Values in Bonding

WASHINGTON—Meeting here, where many of its problems and much of its business originate, National Assn. of Surety Bond Producers at its annual convention got a top-level survey of current business conditions and government procedures by several speakers. About 300 leading surety bond producers from over the country, surety company executives and government officials attended. President Carl Dauksch of Columbus, O, was in the chair.

Dallas Smith of Dallas was elected president, William R. Phillips of Birmingham, Ala., and William Reutter of Detroit, vice-presidents, and nine regional vice-presidents—A. L. Carr of New York, Donald H. Denton of Charlotte, N. C., Jack East of Little Rock, T. C. Field III of St. Paul, Morton Gray of Cambridge, Mass., James H. McKee of Nashville, Joe H. Miller of Sa Francisco, Victor Risley of Portland, Ore., and C. H. Ritter of Denver. New members of the executive committee are S. Hammond Story of Atlanta, Walter Shilling of Washington, Malcolm Dunlap of Auburn, Me., Morris Moughon of Nashville, Robert Cope of Milwaukee, and Melvin H. Taylor of Los Angeles.

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In his annual report, H. Phelps Smith, executive director, deplored the tendency on the part of some general contractors engaged in the building construction business, to reach for a share of the gigantic federal patronage, by undertaking to bid on highway construction jobs with the essential experience.

Mr. Smith recommended that the association be expanded by the addition of other qualified producers in all the states so as to more directly represent those who handle a large per-

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Late News Bulletins . . .

Lawton Is President of Security Group

G. Albert Lawton, executive vice-president of Security-Connecticut Life, has been elected president of Security, Connecticut Indemnity and the life company. He succeeds Norton Simon, Los Angeles financier, who has served as president since the retirement of president Peter J. Berry last Dec. 31.

Mr. Lawton formerly was with Aetna Life from 1939 on, as agent, general agent, supervisor, instructor in the home office schools, in charge of sales promotion nationally, and a director of agencies.

Edgar J. Doolittle Jr., executive vice-president of Security, has resigned that post to go on the staff of Mr. Simon in Los Angeles. He continues as a director of Security companies.

Suggests Extending FTC Powers

WASHINGTON—Apparently sensing that the courts may have a different idea of Federal Trade Commission jurisdiction over A&S advertising than the

(CONTINUED ON PAGE 40)

More Than 500 Gain "Better Knowledge for Better Service" at Cleveland I-Day

More than 500 Ohio agents attended Cleveland Insurance Day Monday. "Better Knowledge for Better Service" was the theme of the program, which was again sponsored by Insurance Board of Cleveland.

After greetings by President Paul R. Whitbeck of the Cleveland Board and keynote remarks by Ohio Director of Commerce Oliver P. Bolton, a panel discussion of "Current Events in the Insurance Business" moderated by Joseph E. Comtois, president, was presented by Cleveland chapter of CPCU.

David A. Langner, North America, discussed atomic energy insurance. Insurance helps to develop peacetime atomic energy, he said, since industry cannot afford to spend the tremendous sums needed to construct and operate atomic power plants unless insurance is available to cover damage to plant, loss of use, public liability and employers liability in case of disaster. Mr. Langner also mentioned the increasing use of radioactive isotopes in medicine, industry and agriculture, and noted the continuing need for insurance research along these lines.

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Richard S. Murray, Aetna Fire, predicted an early filing in Ohio of an industrial property form, in his talk on multiple peril manufacturing forms. Rather than an all-risk form, the new package would cover buildings, personal property and improvements and betterments on a multiple specified peril basis. Exclusions will closely follow the commercial property policy, Mr. Murray indicated, incorporating a $100 deductible not applicable to certain perils. Rates will be the sum of specific rates for fire, extended coverage, vandalism and malicious mischief and sprinkler leakage, plus a charge for burglary and robbery. Credits will be allowed for size of premium and spread of risk.

The new form will be for large risks only, he said, having a minimum annual premium of $5,000 for personal property and $10,000 for both personal and real property. A modified form for smaller risks may become available in the future.

Edwin J. Sealy, Davis & Dissette agency of Cleveland, reviewed multiple peril non-manufacturing forms now available, including coverages and exclusions, and summarized agency difficulties at present.

Harold W. Early, Wilkinson-Todd agency, pointed out that neither compulsory nor unsatisfied judgment funds solve the problem of reducing accidents or removing irresponsible drivers. The uninsured motorist endorsement, available from most companies under the title "family protection coverage," protects the responsible citizen against financial loss caused by the uninsured motorist, he asserted, but he emphasized that no insurance is a substitute for loose licensing requirements, understaffed enforcement agencies, lack of driver training, poor driving conditions or faulty accident prevention.

After short remarks at luncheon by Ohio Superintendent Vorys, John W. Hemphill, vice-president of Ohio Assn. of Insurance Agents, and Law Director Ralph S. Locher, Hugh D. Combs, senior executive vice-president of U.S.F.&G., discussed the need for harder selling in insurance.

Mr. Combs noted that the recent trend of corporate profits has been static or slightly down, resulting from a combination of rising costs and consumer resistance, and causing declining stock market values, often a source of alarm to those accustomed to a continually rising market. At such times, agents should urge increases in limits, Mr. Combs said, since the average policyholder finds it more difficult to amass savings for replacement of property or to pay damages. He referred to the current advertising program of the National which is designed to stimulate the purchase of insurance to value.

"The agent can no longer depend on his friends to give him their insurance business with no questions asked," Mr. Combs explained. "He must prove that his insurance is better than that of the 'cut-raters;' he must give real assistance when the policies are written and when trouble arises." No attempt should be made to compete on price with an inferior product, he advised, recommending that the agent take care of all of a client's needs where possible, in view of the perils of piecemeal purchasing.

During the afternoon seminar on "New Markets", Donald H. Bunt, Royal-Globe group, characterized the office contents special form as "top floor quality at bargain basement prices." He analyzed coverages available and interpreted various sections frequently misunderstood by producers. Mr. Bunt also called attention to the small premium difference between the broad form storekeepers policy and the older form and suggested conversion of all old-style forms to the new contract to protect storekeepers business now on agency books.

Maurice G. Herndon, Washington representative of National Assn. of Insurance Agents, also discussed the status of the federally-sponsored flood insurance program.

Sales and agency advertising techniques were reviewed at the final meeting of the day. L. V. Irvine, educational director of Travelers, stressed the need for knowledge of the product and pleaded for simplified sales presentations, recommending that agents speak in terms of loss exposure, not coverage. The agent also must evaluate the exposures and recommend coverages in their order of importance to the buyer.

The real function of advertising is to precondition the buyer and should not be expected to produce immediate sales returns without further effort by the agent, stated Alwin E. Bulau, advertising manager of Home. Direct mail advertising is the medium best adapted for agency use, he said, but the use of shoe leather is a necessary concomitant, no matter what medium is utilized.

Properly designed advertising programs lessen sales resistance, he explained, and effective use of the agency advertising dollar can be obtained by tying in local advertising with national campaigns, specifically with the National Board's current campaign.

Harry E. McClain, executive secretary of Indiana Assn. of Insurance Agents spoke on sales techniques as especially adapted to meet current business conditions.

General chairman of the day's activities was Paul R. Goldenbogen.

Leaders of Insurance Day, sponsored by Cleveland Board; from the left, Robert O. Dorsey, associate chairman; Paul D. Cousineau, associate chairman, and Paul R. Goldenbogen, chairman. Photographed by R. Watson Moon, Ohio state agent of Pacific of New York group.

Leaders of Cleveland Insurance Day photographed by R. Watson Moon, Ohio state agent of Pacific of New York group, just before the I-Day festivities: From the left, Paul R. Whitbeck, president of the Cleveland Board; Joseph H. Bishop Jr., board executive secretary, and Paul R. Goldenbogen, general chairman of I-Day.

N. C. Casualty Managers Fete Insurance Press

Members of the insurance press in New York were the guests last Monday at a luncheon given by Casualty Managers Assn. of New York at the marine room of the Lawyers club. Approximately 10 publications were present. Joseph M. Pernollet, chairman of the association, presided.

Hot Hearing on Bill To Permit Casualty Deviations in Texas

Hearings on the bill in Texas to provide for "flexible" rates on automobile and other casualty lines were held before a packed house last week in Austin. Sen. Bracewell of the senate insurance committee, presided.

The bill, sponsored by Sen. Secrest, is strongly endorsed by National Assn. of Independent Insurers. It would allow companies to deviate. It is substantially the model all-industry bill for casualty rating and is designed to replace the making of rates by the insurance department.

Opposition to the measure comes from Assn. of Texas Fire & Casualty Companies, American Mutual Alliance and the agents' associations.

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Keith Kelly of Fort Worth, speaking for National Assn. of Independent Insurers, said the overwhelming majority of the 376 members of NAII, with 600,000 policyholders in Texas, favor the bill. Except for a few changes to make it mesh with Texas law, he said it is the same model all-industry bill drawn up by NAIC and 19 trade associations. The bill would give the department full power to see that rates filed by companies are adequate without being excessive. It would not cause insolvency, as some have contended, Mr. Kelly said, asking whether objections are based on "a concern for the public, or an unreasoning fear of a little healthy competition."

Paul Edwards, executive vice-president of Southern Farm Bureau Casualty of Jackson, Miss., said the bill, as used in other states, has not caused rate wars or produced a multiplicity of policy forms. To the charge that it would cause chaos, he said if there is chaos anywhere in insurance it is in Texas right now. Deviations at the outset of the policy year under the proposed bill would be greater than the dividends now being paid in Texas. One company which deviates 25% in Louisiana pays only 20% in dividends in Texas on auto policies, he observed. He said the "guaranteed profit law" of Texas attracts into the casualty business incapable persons.

J. M. Riley, president of Transport of Dallas, whose company operates in 37 states, said Texas policyholders pay 15 to 20% more for insurance, have a lesser incentive for safety programs and have to compete with truck lines carrying lower rates. He introduced Frank Rawlings, counsel for Red Ball Motor Freight, who read a prepared statement saying broader protection is available in other states and that Red Ball's insurance is costing $75,000 a year more than it costs its competitors in other states.

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Rufus Huntsiker of Huntsiker Trucking, said in 1953 his company started a safety plan and put on retrospective rating. In 1955 the company won the national award for the best safety program, but the rate went up 10% in Texas in 1956.

Col. R. E. Joseph of United Services Automobile of San Antonio, which specializes in automobile coverage for officers in the armed services, said his company discounts 20% in all states except Texas, and last year added a 30% dividend to the discount, but in Texas the dividend books must be kept separately and figured separately, and

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Questions New Okla. Non-Can A&S Ruling Allowing Some Changes

The recent Oklahoma non-cancellable A&S ruling was questioned by James L. Moorfield, assistant counsel of Paul Revere Life and Massachusetts Protective, in an appearance before Massachusetts legislative insurance study commission at its meeting in Boston. The commission was directed by the Massachusetts legislature to study a number of insurance problems, including cancellation of A&S policies.

Mr. Moorfield said the ruling would permit a change in coverage provisions and re-underwriting merely on other than an individual basis. It thus does not appear limited to changes on a class basis, and would seem to permit changes on two or more policies or on a family basis. He said such changes could be in the risk or in the benefits, as well as in the premiums. This would mean that specific conditions, as cancer, tuberculosis, heart ailments or atomic poisoning, could be ridered out on other than an individual basis. Similarly, the benefits could be cut 10% or 70% or some other percent. A policy with these permissible limitations and providing also for a change in premium, benefit and risk would leave only the shell of a non-cancellable policy and should not be called non-cancellable or guaranteed renewable, he added.

The principal clause of the Oklahoma ruling issued over the signature of Horace G. Rhodes, assistant commissioner, is as follows: "Noncancellable accident and health policies are deemed to be those policies which cannot be cancelled by the insurer and which are guaranteed renewable to at least age 55 or for at least five years if issued at ages in excess of 49, and in which the insurer is precluded from changing coverage provisions or otherwise reunderwriting on an individual basis after the effective dates of such policies and while they are in force."

Mr. Moorfield suggested to the commission that it await the completion of the study of non-cancellable definitions by the A&S subcommittee of National Assn. of Insurance Commissioners. The chairman of this subcommittee is Director Pansing of Nebraska.

Mr. Moorfield pointed out that the ruling completely reversed a previous ruling issued a few months ago that had outlawed entirely the writing of the adjustable premium policy. Now Oklahoma graces a weaker form of that policy which it had said was "inequitable to the policyholders and are ripe for misrepresentation in the marketing thereof" with the title of non-cancellable, he added.

He referred to Massachusetts as the cradle of policyholder disability security, especially in the field of non-can. He expressed confidence in the Massachusetts department as lending encouragement to A&S of all kinds —cancellable, non-cancellable, and modified forms of each—and as doing so in the public interest. A non-can policy should guarantee the premium, the benefits, the risk covered and the continuable rights, Mr. Moorfield stated.

Kill UJF in Mont., But Plan Premium Tax Boost

BUTTE—The Montana senate has killed a proposed unsatisfied judgment bill, but not without some editorializing in the news columns of a few of the local papers. One of the reports of the death of the bill said it "met the same fate all progressive legislation has met in the 1957 senate. The insurance company lobby had done its work well and the bill wasn't allowed to reach third reading."

The Montana house, however, has passed a bill to increase the premium tax to 2½% of gross premiums instead of 2%. This is in addition to the license fee of $22.50 for each $1,000 of business. The proposal would bring the state an additional $300,000 annually, and is part of a large number of revenue bills to pass the house.

Ohio Casualty Has Gains in 1956

Ohio Casualty group's year-end statement shows an increase in surplus to $23,445,943, a gain of $2,149,456.

Assets reached $67,240,382, an increase of $1,418,300.

Net premiums written in 1956 totalled $50,581,540 as compared with $47,955,119 in 1955, and the net underwriting gain for 1956 was $536,392 and total net income after taxes was $1,433,447

Asks McConnell To Disqualify Self In WC Hearings

Assemblyman John A. O'Connell of San Francisco, according to the Sacramento bureau of the San Francisco *Examiner*, has made a public demand that Commissioner McConnell disqualify himself from conducting public hearings on the proposal of a group of workmen's compensation companies to activate ruling 67, permitting the writing of a premium discount plan and other retrospective plans, approved in 1951 by former Commissioner Maloney. Commissioner McConnell represented California participating WC writing companies in opposing the original proposals and then conducted the litigation which held up operation of Mr. Maloney's ruling permitting premium discounts to risks producing more than $1,000 annual premium, five years and finally decided in favor of Mr. Maloney's approval by the California supreme court.

Commissioner McConnell was quoted by state newspapers to the effect that he was going to disapprove the new proposals regardless of the supreme court's decision upholding ruling 67. His position was brought out at hearings on these and other proposals for changes in WC manual rules, etc., March 6 and 7 and being continued in Los Angeles March 13.

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In San Francisco, after the news "broke" it was reported that a member of the legislature planned to offer an amendment to a pending bill by assemblyman Munnell, chairman of the interim committee on finance and insurance which conducted the recent investigation of the system of distributing commissions on the state's automobile fleet insurance among a list of "favored" brokers and agents. This bill by Munnell is designed to prevent any member of the legislature from profiting in this manner on the "conflict of interests" theory. According to a close observer at the legislature the proposed amendment would seek to regulate appointment of an insurance commissioner to avoid "any conflict of interest" and endeavor to have restrictions placed upon other state appointive or elected officials.

CONTINENTAL CASUALTY

Offers Five Major Coverages in New Family Policy

Continental Casualty is marketing a "Family Protection Policy" which includes all coverages in existing "package" plans plus full automobile and A&S.

The "FPP" provides five major coverages: Dwelling buildings, personal property, automobile physical damage, personal and auto liability, and accident and sickness. (The A&S portion of the policy has not been approved in all states yet.)

The five coverages are designated "A" to "E."

Coverage "A" insures all one to four family dwelling buildings owned by the insured (including seasonal and rented) against all physical loss.

"B" offers an option of all-risk or broad form named-peril coverage for personal property, scheduled and unscheduled. It furnishes 100% coverage at secondary residences. Other features are a full $1,000 limit for unscheduled jewelry and furs, indemnity for loss of household pets on premises, and food locker spoilage.

Coverage "C" extends full auto physical damage protection to the whole of North America.

"D" consists of two parts—Part one grants comprehensive personal liability protection with a double limit feature; part two affords complete auto liability coverage anywhere in North America.

"E" provides three standard A&S coverages: Monthly indemnity for accident disability, accidental death, and accidental dismemberment.

The policy is written for a five-year term. Premiums are payable annually.

The "FPP" is presently being sold in California, Colorado, Florida, Georgia, Idaho, Indiana, Iowa, Michigan, Minnesota, New Mexico, Ohio, Oklahoma, Pennsylvania, South Dakota, Tennessee, West Virginia, and Wisconsin. Filings have been made in a number of other states. Continental-National group hope to make the policy available on a country-wide basis.

Bringing Out New Package for Crime

National Bureau of Casualty Underwriters and Surety Assn. of America have filed, where filing is necessary, a blanket crime policy, a new package contract with a single limit of insurance applying to all its coverages, with a proposed effective date of May 29.

The new policy provides coverage for employe dishonesty, loss inside the premises, loss outside the premises, money orders and counterfeit paper currency, and depositors' forgery. None of these may be eliminated.

The insuring agreements of the new policy afford coverage comparable with that afforded under the corresponding insuring agreements, as newly revised, of the commercial blanket bond, money and securities broad form policy, money orders and counterfeit paper currency, depositors forgery bond and form A of the comprehensive dishonesty, disappearance and destruction policy. These revisions will become effective at the same time as the blanket crime policy.

While form A of the 3-D provided optional coverages, permitting insured to select the amounts desired, the blanket crime policy must be sold as a package with a single amount of insurance applying to the policy in its entirety.

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The new policy is designed for those who prefer to buy coverages in a single amount rather than to select varying amounts, which is usually the case under other contracts. As its name indicates, it is a blanket policy and covers all employes, locations and messengers of insured.

Insured desiring to purchase an additional protection of the type covered under a specified insuring agreement may buy excess insurance under a separate bond or policy.

Ineligible for the coverage are federal or other public officials, their deputies or employes, any organization eligible for a bankers or brokers blanket bond, insurance company blanket bond or small loan company blanket bond, and armored car companies.

The minimum amount permissible under the policy is $1,000. Larger amounts may be bought in multiples of $500 above the minimum of $1,000 up to $2,500, multiples of $2,500 above $2,500 up to $25,000 and multiples of $5,000 in excess of $25,000.

Under the loss inside the premises insuring agreement, coverage is newly afforded for loss of money and securities, including securities in safe deposit boxes, by actual destruction, disappearance or wrongful abstraction from within any banking premises or similar recognized places of safe deposit.

Under the loss outside the premises insuring agreement, coverage is newly afforded for loss of money and securities by actual destruction, disappearance or wrongful abstraction while within the living quarters in the home of any messenger and also while being conveyed by any armored car company. For property other than money and securities afforded under this insurance agreement newly includes loss by theft while within the living quarters in the home of any messenger and loss by robbery while being conveyed by any armored motor vehicle company.

A single application-questionnaire for obtaining information essential to proper rating has been developed for use with both the blanket crime policy and the 3-D.

Rhode Island Agents Midyear to Stress Smoke, Flood Cover

Talks on smoke odors and flood cover will highlight the program of Rhode Island Assn. of Insurance Agents midyear meeting in Providence March 25. "What To Do About Smoke Odors—Another Agency Service," will be discussed by Kermit T. Snyder, executive representative of Airkem. Archie Slawsby, who heads his own agency in Nashua, N. H., will speak on "An Agent's Report on Flood Insurance, or Rain, Rain, Go Away."

The meeting will conclude with a banquet at which Sen. Pastore of Rhode Island will speak on atomic energy.

Fireman's Fund Group Adopts Abbreviated Designation Officially

Fireman's Fund insurance group has redesigned its well known fireman and child trademark into a new signature and will capitalize on the brevity and familiarity of the term that has long been the popular name for the companies—the Fund.

The Fund in its new signature form will appear in all advertising and promotion material. The new signature will emphasize the Fund, with the

The FUND
Insurance Companies
FIREMAN'S FUND INSURANCE COMPANY
HOME FIRE & MARINE INSURANCE COMPANY
FIREMAN'S FUND INDEMNITY COMPANY
NATIONAL SURETY CORPORATION

words insurance companies and the four companies appearing in smaller type.

The companies in the group are Fireman's Fund, the original company founded in 1863; Home F.&M., acquired in 1892; Fireman's Fund Indemnity, founded in 1930; and National Surety, purchased by Fireman's Fund in 1954.

Conn. Agents Schedule Three Regional Meetings

Connecticut Assn. of Insurange Agents is holding three regional meetings, at Fairfield March 27, New Britain April 10, and Willimantic April 23.

Life and *Time* magazines will present "Opportunities Unlimited," a sound film and slides with commentary by Warren A. King, insurance director of the magazines. William W. Ellis, automobile division supervisor of Aetna Casualty, will discuss the family automobile policy and family protection coverage, and J. Neale MacDonald, New Haven independent adjuster, will talk on automobile claims.

Members of the legislative committee of the association will act as a panel on this subject. The meetings will close with a cocktail party and dinner. In addition to agents, members of Connecticut Field Club and Casualty & Surety Assn. of Connecticut are being invited to attend.

Pacific Indemnity Writes Cal. Bond

A contract for making improvements in channel washes in Sierra Madre and Arcadia, Cal., has been awarded E. A. Irish, Los Angeles contractor, by the U. S. corps of engineers at a contract price of $1,063,910. Pacific Indemnity is surety.

FIVE YEARS FROM NOW

. . . what will your picture be?

Won't you be better off with the complete facilities of this experienced and progressive group helping you grow? Talk it over with our Service Office people. They know their business. That helps your business.

INSURANCE COMPANY OF NORTH AMERICA COMPANIES Philadelphia — Insurance Company of North America
Indemnity Insurance Company of North America • Philadelphia Fire and Marine Insurance Company • Life Insurance Company of North America

Way To Improve Relations of Business With Public Is Sell Insurance to Value

With the National Board radio and TV advertising campaign on insurance to value now under way across the country, the following underinsured losses, drawn from loss reports of the last few weeks by insurance companies at the request of THE NATIONAL UNDERWRITER, *emphasize the often serious economic harm to insured and the consequent deterioration in good public relations of the business that result from poorly written business.*

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Business interruption. Under a two-item business interruption coinsurance form (manufacturing plant) we provided $50,000 insurance under item 1 of a stone quarry plant. In the course of the adjustment it was determined that the entire business interruption loss was $64,375. The 100% business interruption value was $162,073. Because of the insurance deficiency insured collected $24,824 and was a co-insurer to the extent of $39,550.—American group.

Fire. The property of our insured consisted of a dwelling and barn which were damaged by lightening which did direct damage to the dwelling and followed wires to the barn, which was completely destroyed in the ensuing fire. There was $7,000 coverage on the dwelling, which had a value of $12,000. The loss here was $1,100. The barn, which was valued at $5,000, was a total loss, but insured recovered only $700 as a 10% extension of coverage, plus $1,200, which was specifically written on this structure.—Agricultural.

Fire (Texas) Household goods in one story frame owner dwelling. Value $8,000. Insurance $4,000. Loss $1,213.—Gulf.

Fire. (Pennsylvania) Furniture and fixtures, improvements and betterments. Value $30,191. Insurance $10,000. Loss $29,191. Loss to insured $19,191.

Fire. (Pennsylvania) Contents. Value $6,976. Insurance $5,000. Loss $6,771. Loss to insured $1,771.

Fire. (Upstate New York) Building. Value $249,181. Insurance $202,500. Loss $249,181. Loss to insured $46,681.

This case involves a mercantile building that was willed to the wife of insured upon his death last year. The occupancy of the building provided a substantial rental income for the wife, but as a result of a disastrous fire, the entire building was destroyed. The adjusters and builders estimated a reconstruction cost in excess of $75,000, the actual cash value in excess of $54,000, the insurance on risk $35,000.—Loyalty group.

Business Interruption. (Massachusetts) Brick mercantile business, 50% coinsurance. Value $558,918. Insurance $192,000. Loss $71,510. Loss to insured $24,761.

Theft. (Massachusetts) Camera dealer's floater with 80% coinsurance. Value $50,000. Insurance $37,000. Loss $1,964. Loss to insured $149.

Fire. (Massachusetts) Contractor's equipment floater with 100% coinsurance. Value $16,000. Insurance $8,000. Loss $836. Loss to insured $418.

Fire. (New Hampshire) Frame seasonal dwelling. Value $6,595. Insurance $3,500. Loss $6,595. Loss to insured $3,095.

Fire. (Maine) Boiler in distillery building and contents. Value $82,015. Insurance $60,000. Loss $82,015. Loss to insured $22,015.

Fire. (New York) Dwelling and chicken coop. Value $16,865. Insurance $6,000. Loss $16,865. Loss to insured $11,246.

Fire. (New York) Contents of apartment destroyed as the result of a three-year old child carelessly playing with matches. Value $4,493. Insurance $3,000. Loss $3,993. Loss to insured $993.

We insured the contents of a 1½ detached frame single family dwelling for $2,100. Insured owned and operated a seasonal hotel which was a very prosperous business and resulted in a handsome income to him. The dwelling took fire from an unknown cause on the second floor, completely destroying the contents on that floor and causing substantial damage to the contents on the first floor. The sound value of the contents as estimated by the adjuster was $18,000, with the actual cash value of the loss $12,000. This individual, who apparently possesses the prudence and know-all to run a successful business, fell short of these abilities when it came to the protection of his household.—Loyalty group.

Fire. (District of Columbia) Brick mercantile building with 80% coinsurance. Value $406,863. Insurance $160,000. Loss $77,761. Loss to Insured $40,104.

Inland Marine. (Kansas) Jewelry. Value $550. Insurance $250. Loss $550. Loss to insured $300.—Western of Kansas group.

105TH Annual Report to Policyholders and Stockholders


Insurance Companies.

HANOVER FIRE INSURANCE CO.—CAPITAL, $150,000—Shares, $50 each—The Books of Subscription to the Capital Stock of this Company are now open. Persons wishing to subscribe can apply at the HANOVER BANK, or to either of the undersigned:

Peter Balen, 126 Front St.
J. F. Southworth, cor. Coenties-slip and Water St.
Amos Howe, 93 Pearl St.
Lanason Riggs, 56 Wall St.
T. W. Baysud, 100 Pearl St.
B. H. Howell, 227 Front St.
C. T. Goodwin, 151 South St.
Wm. Depew, 124 Front St.
Isaac Otis, Jr., cor. Old Slip and Front St.
T. H. Cheever, 73 Front St.
A. Sidney Baxter, 9 Old Slip
J. M. Gould, 44 Courtlandt St.
B. F. Jarvis, 58 Pearl St.
J. H. Drake, 31 Water St.
W. H. Goodwin, 209 Water St.
J. N. Wycoff, 117 Pearl St.
Dan Chaorcey, Livingston St., Brooklyn
Knowlton, 96 Front St.
. Ingersoll, 68 Beaver St.
N. E. James, 23 Cliff St.
C. M. Livingston, Hanover Bank
S. M. Beard, 231 Front St.
F. H. Abbott, 141 Front St.
Lewis Roberts, 11 South St.
H. Doliner, 154 Front St.
J. D. Sparkman, 181 Water St.
C. P. Freeman, 144 Broadway
E. H. Tracy, 250 Broadway
Chas. Tracy, 74 Beaver St.
Spencer D. C. Van Bokkelin, 32 Front St.
Josiah M. Fiske, 19 South St.
G. A. Fellows, 60 Water St.
J. A. Davenport, 85 Broad St.
Joel Seymour, 63 Pearl St.
C. Pitt, 2 St. Marks Place
P. W. Enge, 131 Front St.
Chas. J. Fox, cor. King and West Sts.
Jas. Stuart, 16 William
J. N. WYCOFF, President, No. 117 Pearl St.
RRIOTT, Secretary.

ADVERTISEMENT FROM "NEW YORK HERALD" APRIL 9, 1852

Proudly we Say—

With justifiable pride we present this our 105th Annual Financial Statement for the year 1956, which reflects continued growth and strength, and sound protection for our many policyholders.

In this our Anniversary Year, we salute with pride the thousands of Agents and Brokers throughout the World, who have through their counsel and service supplied insurance protection to our policyholders.

105 years is a long time. Proudly we say—Hanover has in good and bad times, met its every just obligation to its policyholders, and rewarded its stockholders by declaring and paying a dividend every year since 1853.

Elmer Lemmons (signature)

President

Annual Statement

as of December 31, 1956

ASSETS

Cash—In banks and in office		$ 2,610,142
Bonds:		
United States Government	$11,207,789	
New Housing Authority	3,285,755	
Government of Canada	1,241,936	
State and Municipal	9,775,553	
Industrial and Miscellaneous	29,819	25,540,852
Preferred Stocks:		
Public Utility	2,410,370	
Railroad	317,750	
Industrial and Miscellaneous	2,069,750	4,797,870
Common Stocks:		
Bank	3,717,104	
Public Utility	3,721,500	
Railroad	1,089,000	
Industrial and Miscellaneous	13,572,340	22,099,944
Fulton Insurance Company		4,554,387
Agency Balances not over 90 days due		2,722,701
Other Admitted Assets		7,353,408
Total Admitted Assets		$69,679,304

LIABILITIES

Reserve for Unearned Premiums		$25,709,249
Losses in Process of Adjustment		7,931,276
Reserve for Federal and Other Taxes		695,300
Reserve for all other Liabilities		6,829,781
Capital Stock—$10 par	$ 5,000,000	
Voluntary Reserve	500,000	
Net Surplus	23,013,698	
*Policyholders' Surplus		28,513,698
Total		$69,679,304

**Bonds and stocks have been valued in accordance with the requirements of the National Association of Insurance Commissioners. On the basis of December 31, 1956 market quotations for all bonds and stocks owned, TOTAL ADMITTED ASSETS would be $67,533,206 and POLICYHOLDERS' SURPLUS $26,367,600.*

Securities carried at $2,026,097 in the above statement are deposited for purposes required by law.

The HANOVER FIRE INSURANCE COMPANY

New York

Home Office: 111 John Street, New York 38, N. Y.

Casualty Direct Pemiums Written and Incurred Losses for 1956 in NEW YORK

Premiums for companies doing $1,000 or more of casualty business in New York state are shown in the tables below. The figures are on the basis of direct premiums written and losses are shown as losses incurred, with the exception that for reinsurance companies and a few companies doing only a reinsurance business in New York, premiums are net premiums written and losses are losses incurred. The purpose of showing direct premiums is to reflect gross business of insurers before reinsurance. Because losses incurred reflect the loss results after reinsurance transactions, *direct premiums and losses incurred cannot be used to determine a loss ratio.*

Included this year are the multiple peril premiums, the total writings on homeowner's multiple peril and commercial multiple peril (lines 4 and 5 in the annual statements). Premiums for fidelity and surety have been combined into a single total, as have the premiums for burglary-theft and plate glass.

The total premiums and losses shown in the first column for individual companies include all business written in New York, even those classes (fire, EC, auto physical damage, aircraft physical damage, etc.) not shown in the tables.

The premiums and losses for accident and sickness, boiler and machinery, live stock, and credit insurance are shown in separate tables, as are the premiums and losses of the hospital and medical associations and Blue Cross organizations.

Where a company's business is shown as net premiums written rather than direct premiums, this is ndcated by an asterisk.

	Total Prems. and Losses $	Work Comp. Prems. and Losses $	BI (not Auto) Prems. and Losses $	Auto BI Prems. and Losses $	Auto PDL Prems. and Losses $	Mult. Peril Prems. and Losses $	PDL (not Auto) Prems. and Losses $	Fid.& Surety Prems. and Losses $	Burg.& Glass Prems. and Losses $
Acc & Cas*	1,077,175	133,316	104,646	227,245	65,981	....	8,931	25,742	66,868
	633,297	85,034	64,306	182,498	37,074	....	1,922	282	37,762
Aetna Cas	47,129,248	7,577,548	6,117,363	13,874,662	4,001,185	3,653	571,243	1,179,810	1,709,766
	25,245,700	5,413,348	2,378,594	8,908,541	2,075,159	29	352,176	427,446	593,437
Aetna Fire	19,442,422	1,295,979	1,567,385	3,450,389	999,471	1,085,185	130,997	605,915	552,943
	6,789,024	559,946	543,615	1,666,358	361,917	1,226,245	47,959	73,660	177,038
Agricultural	5,198,483	53,445	101,144	376,467	119,926	204,549	10,842	....	21,997
	2,495,340	25,112	18,450	205,227	72,183	50,631	1,770	....	5,477
Albany	854,184	....	955	....	....	50,457	....	....	2,423
	189,065	....	....	....	....	1,984			84
Alliance	1,193,705	12,081	27,856	17	....	....	453	....	....
	618,802	....	....	....	....	....	....	4,688	....
Allied Am M	669,887	....	....	3,986	1,111	58,525	....	....	....
	155,366	....	....	1,000	227	5,380	....	....	....
Allstate	70,644,398	....	693,963	47,924,691	12,337,223	....	....	....	....
	43,312,232	....	238,189	33,783,676	6,643,972	....	....	....	....
Amal M Auto	837,504	....	....	834,055	....	....	....	....	....
	493,472	....	....	493,472	....	....	....	....	....
Am Auto	1,560,365	137,504	106,583	388,329	114,832	35,398	8,776	70,634	135,917
	690,033	—41,879	22,754	283,581	62,423	298	—5,217	121,350	38,027
Am Aviation	106,061	....	....	....	....	....	....	....	....
	367,188	51,069	29,935	93,779	22,041	326	873	—166	24,750
Am Bonding	326,831	....	1,946	....	....	2,889	....	164,005	142,536
	....	....	....	....	....	....	....	....	....
Am Cas	5,640,258	623,704	512,674	1,077,067	298,017	61,443	85,326	169,392	336,409
	1,162,762	161,720	94,795	296,969	69,797	2,616	2,767	528	78,376
Am Empl	4,046,119	397,854	516,911	975,519	283,090	88,181	69,851	201,619	113,514
	1,897,191	188,453	170,153	499,532	131,399	24,428	12,075	62,251	70,554
Am Equit	4,525,527	....	3,679	....	....	149,172	....	....	2,715
	2,109,424	....	20	....	....	19,638			51
Am F & C	1,707,855	76,663	3,992	1,161,263	460,793	....	5,142	....	....
	778,523	16,278	7,287	528,274	226,329	....	329	....	....
Am Fid Fire	1,815,429	....	....	—7,675	11,613	....	....	....	....
	893,317	....	....	93,612	—7,154	....	....	....	....
Am Guar	2,109,258	160,861	187,292	789,157	236,256	7,477	24,444	165,037	114,909
	999,239	98,982	35,933	482,423	127,833	53	888	86,792	42,883
Am Hardw M	3,790,163	220,702	213,477	1,287,736	370,470	135,279	20,611	....	60,199
	1,818,180	130,145	61,409	759,557	177,725	31,454	5,115	....	28,669
Am Home	2,457,372	....	527	....	....	38,837	....	....	643
	919,277	—1,461	4,550	60,931	4,846	5,982	—28,426	....	281
Amer, N J	10,980,231	820,388	938,721	2,068,416	629,360	245,382	81,402	17,404	373,623
	5,982,913	257,333	533,970	1,111,786	306,631	45,634	30,333	3,777	149,416
Am Mfrs M	2,083,784	....	439	499,784	122,285	179,542	....	....	....
	703,673	....	—415	305,643	59,473	28,034	....	....	....
Am Marine	253,125	....	3,281	....	....	6,079	....	....	....
	123,174	....	....	....	....	50	5,000	....	....
Am Motorists	9,972,967	2,134,926	852,517	3,912,302	1,178,830	166,642	155,841	38,969	49,666
	4,518,167	1,040,250	265,297	2,030,002	536,962	14,804	92,692	—767	19,091
Am M Liab	11,200,629	5,634,624	1,049,444	2,207,888	697,112	....	248,167	25,587	37,443
	6,384,933	3,556,115	277,581	1,343,589	374,535	....	151,167	1,041	10,156
Am Nat Fire	1,409,089	....	964	182,436	42,364	41,402	....	....	189
	806,164	....	1,660	167,671	18,569	7,240	....	....	....
Am Plchldrs	44,954	8,068	3,776	14,387	4,380	....	218	....	....
	—77,682	—59,491	—15,477	—153	3,123	....	—581	....	....
Am Reins*	2,115,967	6,790	150,184	287,196	23,754	20,465	27,515	792,058	17,110
	1,409,061	127,988	107,210	102,977	739	5,393	—995	523,519	—899
Am Surety	8,706,796	1,164,903	1,458,152	2,158,753	703,446	87,625	214,489	1,577,330	367,491
	3,513,939	357,742	588,484	1,221,726	356,238	27,552	36,310	460,824	162,433
Arex Ind	48,868	2,412	8,131	4,552	718	....	4,112	....	25,528
	150,247	....	....	....	....	....	....	....	....
Assoc Ind	417,352	230,076	41,284	95,838	25,118	....	1,170	....	....
	226,010	180,527	—9,552	32,203	9,120	....	—83	....	....
Assur, Am	693,959	....	6,142	73,803	21,235	12,207	....	....	358
	387,237	....	529	43,847	6,143	....	....	....	25
Atlantic Mut	15,770,858	1,571,995	1,279,950	2,279,870	594,716	560,412	82,539	....	153,540
	6,005,490	965,760	433,504	1,180,205	273,467	133,301	40,075	....	49,023
Atlas	1,937,480	....	1,512	....	....	49,388	....	....	3,980
	196,490	....	....	....	....	5,954	....	....	159
Autoplan	158,141	....	574	105,976	27,974	....	....	....	....
	23,231	....	....	12,886	3,611	....	....	....	....
Bank & Ship	1,753,264	....	3,417	44,939	13,836	39,921	11	....	830
	961,939	....	186	12,503	4,617	4,880	....	....	75
Berkshire M	935,450	....	6,182	....	....	82,897	35	....	4,619
	398,980	....	378	....	....	24,334	....	....	2,068
Boston Ind	218,542	....	875	138,201	40,730	....	....	....	....
	129,198	....	420	79,948	27,920	....	....	....	....
Boston	5,194,624	236,419	248,480	670,810	210,882	139,867	33,800	18,703	43,836
	3,530,186	135,131	226,032	728,720	211,408	60,753	26,436	21,642	22,949
Buffalo	1,669,805	23,107	36,582	109,193	35,741	110,603	2,585	....	8,629
	785,292	7,851	4,370	70,938	13,795	19,096	75	....	1,306
Caledonian	868,761	....	2,844	....	....	37,369	....	....	4,875
	599,086	....	4,250	....	....	3,461	....	....	447
Calif	995,906	....	681	....	....	30,373	....	....	805
	690,396	....	....	....	....	8,608	....	....	....
Cambridge Mut	549,061	....	1,556	....	....	113,654	....	....	450
	210,879	....	55	....	....	34,487	....	....	10
Camden Fire	2,083,716	....	1,232	....	....	163,224	....	....	....
	994,947	....	....	....	....	85,506	....	....	....
Car & Gen	782,035	65,855	107,540	401,679	108,013	....	4,478	17,285	25,394
	400,655	—53,262	66,455	263,288	69,328	....	2,092	4,340	12,522
Centennial	2,495,468	37,547	35,456	94,461	23,874	131,670	1,686	....	11,637
	1,217,225	28,626	13,955	67,009	13,827	275,119	7,597	....	2,923
Central Mut	3,467,335	....	45,607	99,001	26,594	366,489	638	....	98,912
	1,072,182	....	1,622	7,430	6,089	35,892	....	....	51,325

	Total Prems. and Losses $	Work Comp. Prems. and Losses $	BI (not Auto) Prems. and Losses $	Auto BI Prems. and Losses $	Auto PDL Prems. and Losses $	Mult. Peril Prems. and Losses $	PDL (not Auto) Prems. and Losses $	Fid.& Surety Prems. and Losses $	Burg.& Glass Prems. and Losses $
Central Sur	56,805	1,405	750	1,280	1,196	....	18	48,928	891
	54,615	—4,167	—4,376	14,307	1,252	....	—188	37,227	6,251
Century Ind	2,237,662	431,855	277,378	625,198	198,133	....	41,481	52,579	26,324
	1,991,962	229,328	277,119	748,635	250,544	....	13,467	143,862	43,411
Century	1,520,812	....	11,845	55,047	14,607	46,876	23	....	3,502
	944,882	....	7,161	15,983	6,206	5,131	....	....	11,003
Church Fire	151,155	....	....	....	....	....	....	....	2,000
	7,855	....	....	....	....	....	....	....	945
Citizens Cas	2,279,401	112,357	241,228	1,063,897	276,344	....	192,280	137,125	
	885,005	151,111	117,740	452,692	74,923	....	5,400	12,066	5,450
Citizens, N J	689,614	....	1,982	3,019	1,021	67,458	....	....	1,066
	312,406	....	266	705	1,940	7,969	....	....	....
Columbia Cas	1,670,277	222,111	264,390	633,355	179,440	....	14,439	111,267	126,806
	943,345	82,465	183,705	470,559	108,035	....	6,552	12,012	52,612
Columbia	975,581	....	770	....	....	35,142	....	....	794
	556,805	....	284	....	....	23,360	....	....	200
Commercial	9,574,005	261,597	949,616	4,298,073	1,161,933	18,005	36,493	73,842	244,396
	6,956,916	362,854	634,499	3,620,991	595,934	6,368	7,893	58,622	103,348
Comml Un F	1,158,852	....	727	....	....	51,190	....	....	877
	744,799	....	....	....	....	3,962	....	....	....
Comml U Eng	2,595,668	....	1,035	....	....	73,062	....	....	1,700
	1,548,627	....	....	....	....	6,581	....	....	....
Com'nwealth	1,003,915	....	—4,703	....	....	29,177	....	....	3,315
	378,449	....	....	....	....	4,189	....	....	2,700
Conn Fire	3,837,310	194,901	168,067	354,278	102,470	79,801	12,187	2,180	18,175
	1,811,715	73,868	72,132	182,584	59,964	....	4,632	....	1,752
Conn Ind	17,507	....	....	12,268	3,155	....	....	....	....
	711	....	....	500	200	....	....	....	....
Consol Mut	9,670,776	2,364,008	6,921,324	6,632	3,027	....	257,124	....	27,623
	4,053,282	1,052,331	2,877,614	50	130	....	43,516	....	10,628
Cont Cas	25,825,103	2,049,561	1,849,772	2,726,933	920,213	39,276	344,809	849,175	193,730
	12,817,778	639,932	413,659	1,774,000	651,096	3,251	107,960	334,891	88,126
Continental	15,505,480	....	58,153	1,808,398	449,604	....	60	....	78,879
	6,437,173	....	....	....	....	....	....	....	....
Cosmopol M	11,983,988	5,074,264	2,754,614	2,109,464	588,266	17,558	122,521	....	276,891
	5,190,493	2,418,833	933,363	840,242	197,091	1,842	29,171	....	153,911
Detroit F&M	410,007	....	1,069	907	221	20,234	....	....	1,214
	250,300	....	—30	54	—413	5,704	....	....	....
Eagle Fire NY	685,037	44,939	92,880	160,580	44,624	54,435	2,944	....	21,772
	274,993	26,212	30,241	84,900	23,754	4,992	1,729	....	7,850
Eagle Star	1,873,934	....	59,757	....	....	396	16,136	....	....
	523,068	....	49,838	....	....	3,158	4,768	....	....
Elec M L	842,328	722,889	6,887	78,432	32,773	....	1,344	....	....
	670,119	606,976	....	44,999	18,311	....	—168	....	....
Empire Mut	13,653,569	1,936,915	1,008,390	8,267,758	1,874,727	19,900	34,299	....	24,994
	6,169,568	1,020,979	409,800	2,904,921	669,219	....	19,273	....	11,134
Empire State	1,228,573	22,920	30,366	149,650	46,023	62,570	2,245	....	12,786
	679,527	3,307	5,718	77,461	22,184	3,307	1,571	....	3,305
Empl Fire	2,704,403	18,117	29,013	67,599	19,636	127,828	35,794	6,666	11,080
	887,532	6,502	10,597	19,011	6,317	29,065	2,022	—945	2,146
Empl Liab	8,993,108	1,560,790	1,771,418	2,051,134	660,207	228,725	280,413	346,996	306,896
	3,242,865	581,691	420,501	882,367	256,978	30,015	91,742	148,473	147,788
Empl M Liab	17,355,101	9,542,320	4,047,394	1,285,816	466,314	....	510,943	127,125	38,870
	13,180,939	6,786,703	3,683,424	903,272	217,538	....	461,302	111,572	60,143
Empl Re*	1,511,459	158,278	150,270	665,772	5,322	17,243	10,842	217,962	3,719
	1,096,209	134,304	—18,158	605,651	....	6,314	150	144,818	92,900
Equit F & M	2,744,736	42,395	45,629	157,948	49,158	120,528	4,250	8,387	9,691
	1,590,602	8,855	17,022	69,649	17,600	....	128	573	2,587
Excelsior	935,730	....	8,333	....	....	84,958	....	....	1,885
	264,427	....	818	....	....	2,003	....	....	1,103
Exch Mut	2,647,488	814,544	205,728	1,177,574	360,282	....	49,880	....	....
	1,462,594	265,976	107,942	821,846	220,451	....	23,869	....	....
Factory ML	4,188,561	....	53,027	2,681,967	734,198	688,002	....	....	31,365
	1,458,988	....	11,131	894,420	307,713	239,307	....	....	6,414
Farm Fam M	62,187	....	706	39,682	13,485	....	....	....	....
	5,367	....	....	1,350	4,000	....	....	....	....
Fed M I&H	11,370	....	2	70	15	....	....	....	....
	6,188	....	....	20	279	....	....	....	....
Federal	25,868,939	888,877	982,407	2,727,660	677,122	1,076,545	72,852	2,136,678	565,922
	12,897,963	444,915	285,013	1,575,287	370,369	354,204	21,771	901,911	187,485
F & C	26,321,854	3,669,321	6,115,355	7,666,061	2,162,605	....	563,713	1,112,050	1,516,197
	14,538,336	2,509,199	4,098,200	4,536,161	1,171,685	....	275,730	748,542	702,539
F & D	2,644577	....	2,133	....	....	39,932	....	2,042,668	484,904
	718,449	—987	—506	....	....	1,325	....	316,850	303,443
Fire Assn	3,993,945	30,068	34,642	182,124	55,096	175,102	2,987	18,019	3,807
	2,037,293	18,620	22,165	104,432	38,276	43,698	937	14,703	2,336
Fmns Fd Ind	13,205,151	1,648,217	1,535,583	5,278,743	1,527,625	197	163,012	220,980	375,145
	2,472,671	124,021	196,497	661,963	132,023	29,746	13,291	90,347	69,614
Fmns Fund	10,562,427	....	16	1,370	492	895,650	....	4,714	....
	11,031,920	553,328	876,679	2,953,376	589,025	132,717	59,302	403,092	310,590
Fireman's	5,784,917	....	5,000	117,616	34,454	155,221	....	....	7,058
	1,807,366	—372,217	—25,364	—180,635	16,849	2,119	262	—3,232	—36,187
Founders	908,962	....	100,283	221,708	54,070	869	5,839	1,063	93,623
	460,688	....	26,559	44,112	20,367	....	13,314	....	46,474
Fulton	1,107,464	2,314	9,658	27,297	7,870	24,473	422	132	1,377
	....	....	....	....	....	....	....	....	....
Gen Acc	15,326,251	1,191,383	1,613,088	8,073,503	2,350,404	100,362	129,847	3,522	213,061
	6,338,590	437,365	287,578	3,614,385	1,286,713	3,176	24,614	39	74,300
Gen Cas, Wash	575,951	....	90,252	354,426	108,600	....	6,335	1,071	15,264
	368,755	—16,532	65,761	254,863	61,972	....	2,845	—6,162	6,007
Gen F & C	6,718,111	849,321	459,597	4,148,237	1,053,553	2,338	39,651	1,567	....
	3,880,355	426,242	219,297	2,710,199	462,192	....	12,807	50	....
Gen, Seattle	1,640,801	....	7,769	....	....	185,859	55	134	3,294
	645,649	....	807	....	....	19,926	....	....	855
Gen Mut	4,025,508	1,531,733	397,061	1,455,125	500,454	....	82,868	....	....
	1,759,510	729,137	157,466	594,110	238,618	....	11,927	....	....
Gen Re*	1,666,574	—5,835	31,498	162,813	27,669	31,762	—52,814	486,382	44,061
	1,530,909	60,314	277,357	231,402	—2,000	4,370	....	255,694	37,831
Gen Sec*	9,689,551	7,809	356,721	968,609	488,709	328,971	32,594	614,238	10,253
	5,525,206	....	94,019	745,335	338,706	85,538	7,568	284,494	388
Glens Falls	22,630,452	1,587,222	2,159,369	4,930,050	1,440,038	612,018	166,735	376,594	414,297
	10,926,998	492,577	967,993	3,147,102	829,772	135,733	60,634	173,874	138,032
Globe & Rep	671,650	....	721	....	....	21,632	....	....	676
	392,258	....	....	....	....	2,795	....	....	....
Globe Ind.	15,248,844	2,467,231	2,309,669	5,280,446	1,541,901	29,176	207,120	212,008	785,468
	8,073,445	1,335,187	1,070,074	3,039,813	823,633	13,966	81,965	98,800	366,268
Govt Empl	4,565,384	....	15,776	3,044,443	775,143	....	20,106	....	....
	2,803,231	....	14,406	2,041,462	354,276	....	....	....	....
Grain Dlrs M	855,885	....	8,670	197,933	56,252	73,438	129	....	996
	334,611	....	1,343	83,868	28,695	5,027	....	....	11
Grange League	327,361	....	....	....	....	....	....	....	26,448
	11,231	....	....	....	....	....	....	....	5,863
Granite State	693,360	2,029	17,539	66,356	20,522	22,246	746	1,340	3,117
	433,506	3,946	14,455	49,664	12,471	1,353	....	....	267
Grt Am Ind	10,880,154	1,695,663	2,264,772	4,313,855	1,215,231	11,833	121,258	182,156	421,543
	6,041,156	993,386	1,193,300	2,670,512	657,944	....	61,292	48,536	170,641
Great Am	7,535,068	....	3,028	371,101	96,173	249,908	....	....	2,603
	4,164,436	....	1,032	280,597	48,621	120,161	....	....	50
Grtr N Y M	9,598,297	980,122	8,400,289	....	....	....	217,885	....	....
	4,453,031	250,784	4,166,364	....	....	....	35,883	....	....
Guar, N A	104,830	....	....	....	....	....	....	104,829	....
	1,058,123	....	....	....	....	....	....	1,058,122	....
Halifax	111,958	....	1,270	....	....	2,279	45	....	2,106
	7,244	....	....	....	....	—16,168	....	....	1,306
Hanover	4,591,722	53,666	78,219	248,212	73,727	143,041	5,860	5,934	19,785
	2,327,633	11,725	15,647	45,836	33,354	37,858	1,794	100	3,099
Hard M C	6,190,978	1,281,496	355,698	2,555	752,968	....	61,513	....	79,484
	3,799,822	520,464	144,259	1,885,154	428,743	....	20,207	....	49,513
Hartford Acc	42,192,466	8,232,008	8,423,656	13,617,203	4,136,895	....	1,096,724	1,591,451	1,495,209
	24,604,141	4,348,019	5,356,397	9,198,862	2,037,512	....	508,967	621,389	576,325

	Total Prems. and Losses $	Work Comp. Prems. and Losses $	BI (not Auto) Prems. and Losses $	Auto BI Prems. and Losses $	Auto PDL Prems. and Losses $	Mult. Peril Prems. and Losses $	PDL (not Auto) Prems. and Losses $	Fid.& Surety Prems. and Losses $	Burg.& Glass Prems. and Losses $
Hartford Fire	11,499,698		5,626	14,367	4,222	576,958			5,707
	6,434,695		2,153	28,085	4,824	86,478			871
Home Ind	9,415,820	1,192,933	2,118,757	3,720,760	1,005,901		101,148	267,237	736,258
	4,943,270	481,465	996,512	2,201,647	581,978		81,991	159,087	313,395
Home	38,080,358		33,107			2,287,809			37,630
	18,817,306		13,390			355,095			2,585
Home M F	463,112		2,797			47,788			1,785
	167,514		375			845			200
Homeland	501,677		473			8,761			1,239
	56,859					2,797			882
Ideal Mut	844,461	414,493	26,032	320,354	83,188		392		
	402,284	219,521	17,249	129,920	35,201		390		
Industrial	1,317,726		3,620			85,554	32		2,345
	861,285		22			13,373			215
Ind of N A	29,408,173	6,654,410	6,787,791	4,979,934	1,568,590	267,501	1,321,681	2,077,474	691,193
	12,464,043	2,577,441	2,213,806	3,050,441	774,483	26,664	782,248	597,256	226,538
Ind Lumb M	2,147,653		71,885	930,386	272,174	188,057	2,107		11,371
	823,959		16,607	419,074	111,808	40,847	—2,354		5,211
No Amer	16,742,607		68,513	327,571	89,223	1,461,086	15,882	41,966	19,607
	8,362,515		20,013	200,002	50,726	219,078	3,610		4,907
Interboro M	3,570,567	1,215,560	300,858	1,409,226	452,957		18,073		
	1,895,735	695,189	100,634	778,936	244,721		3,616		
Jamestown M	4,229,180	1,586,981	339,547	1,621,312	526,473		36,315		
	1,670,079	782,712	130,863	473,016	220,610		9,736		
KC F&M	71,412		6,200			4,114	806		956
	33,664		367			2,301	178		258
Liberty Mut	49,314,539	19,118,503	7,038,688	12,008,601	3,662,058		1,212,957	129,353	332,001
	31,403,035	10,913,435	6,689,227	7,221,732	1,778,780	595	581,444	125,366	149,074
L&L&G	2,469,638		1,667	—39	—5	105,440	8		2,378
	1,072,427		—82		390	14,565	—11		745
L&L Ind	2,232,628	376,893	394,833	861,236	262,163	2,858	41,180	22,408	91,574
	1,201,059	216,059	168,975	542,398	147,869		14,718	18,764	32,035
Lord & Lanc	776,506					26,379	646		1,422
	127,601					1,220			
Land Guar	3,090,310	367,420	320,815	971,157	325,162		42,077	9,670	49,964
	1,474,502	70,936	189,011	777,189	179,254		15,554	1,514	18,501
Lum M Cas	26,762,168	3,890,426	1,211,922	10,390,121	3,128,337	383,385	211,306	191,753	245,072
	13,107,642	2,355,946	358,802	5,393,940	1,402,529	121,098	78,384	29,220	86,924
Lumb M F	1,192,142		40,539	161,162	45,870	90,799	5,341		9,083
	33,910,359		1,330,006	2,195,942	1,120,156	2,804,740	37,257		293,392
Lumb M, O	901,133		13,288	106,281	30,502	113,333	541		11,801
	311,447		711	37,842	6,809	6,998	41		6,006
Manh Cas	3,391,807	253,328	514,205	1,432,913	345,287		11,902	778,923	
	1,191,224	55,516	28,610	511,261	87,630		927	486,425	
Mfrs Cas	1,259,006	119,776	130,463	473,711	151 203	47,443	50,644	121,371	20,425
	1,019,290	117,742	101,328	454,946	108,826	449	185	147,843	8,342
Md Cas	12,292,623	2,042,363	1,862,360	3,701,248	1,121,058	121,522	182,875	1,134,837	559,746
	6,832,787	1,336,738	760,868	2,525,024	615,414	14,953	68,205	589,332	249,827
Mass Bond	11,321,662	1,794,021	1,665,177	2,983,567	914,542	42,390	224,035	594,358	480,916
	5,914,780	264,352	936,078	1,954,536	459,935	905	95,071	267,876	191,322
Mass F&M	880,697		609	77,643	18,939	27,710	—3		1,779
	566,659			84,437	13,670	3,944			
Mass Pl. Gl	1,672								1,672
	283								283
Mercantile	1,201,786		4,517			49,589			1,858
	361,673		3,535			7,592			2,483
Mer & Mfrs	767,452		771			10,190			1,956
	376,014					1,064			220
Mer Fire, NY	2,810,448	31,894	60,661	121,607	29,824	145,464	1,842	19,288	22,505
	977,906	13,833	19,346	59,016	15,393	23,469	600	1,890	11,998
Merch Ind	1,327,320		87,129	749,772	215,835		4,954		30,035
	670,261		56,411	383,590	119,715		1,894	373	12,009
Merch M Cas	13,898,039	1,519,424	996,037	7,408,307	2,359,849	29,480	127,664		56,041
	6,386,913	669,068	358,926	3,591,635	1,126,869	2,448	27,326		20,814
Merrimack M	1,413,092		677			132,447			395
	523,667		167			25,969			31
Metro Cas	6,461,399	194,821	723,612	2,125,947	609,899	22,586	27,568	85,147	518,649
	4.233,789	211,154	482,259	1,737,884	310,682	635	4,878	26,061	224,405
Mich Miller M	745,110		6,291	2,042	552	73,321			3,860
	352 974		797		73	11,309			514
Mich M Liab	6,995,831	4,239,390	1,316,961	818,944	275,672		254,932		67
	3.731.117	2,151,215	769,285	552.844	146,797		66,547		—14
Mill Ownrs M	129,275		8,172	52,903	15,461	3,924	427		744
	102,683		4,377	24,416	14,145	322			292
Milwaukee	1,257,239		1,176	49,790	16,543	46,337	35		571
	645,711		2,747	40,483	9,312	4,430			
Monarch	1,867,174		10,922	24,886	7,570	20,247	64		3,524
	1,059.819		2,799	7,720	2,623	501			124
Munich Re*	1,580,388	40,703	98,798	56,688	28,403	9,396	42,738		31
	426,785	14,785	79,324	58,455	1,437	960	8,090		2
NatBenFrnk	2,070,529		368	49,800	16,272	76,061			599
	1,183,743		512	57,781	10,609	4,884			114
Nat Cas	3,812,267	123		210	63			791	
	2,097,548	—14,270	—17,923	—13,996	1,000		—1,412	—14	—93
Nat Fire	5,321,645	192,225	185,979	720,990	215,861	167,445	16,427	3,850	59,829
	4,602,711	131,291	245,575	1,328,055	233,146	962,035	6,478	2,632	27,261
Nat Grng M	8,270,362	266,372	653,414	4,889,413	1,537,350		21,224	259	
	4.336.578	89.373	266.557	2,571,191	809,500		8,097		
Nat Surety	5,276,044	323,532	406,652	800,083	233,477	27,663	72,731	1,746,834	896,614
	3,043,288	152,642	241,842	814,724	162,489	36,611	16,359	111,197	85,679
Natl Union	6,019,488	1,188	1,592	113	32	132,604	5	11,763	1,829
	1,015,035	16	385	54	160	18,240	2		805
Nat Un Ind	254,239	22,508	39,626	107,084	36,566		4,977	3,062	11,199
	52,323	1,604	10,244	16,095	10,208		289		761
Nationwide	17,374,974	999,089	602,336	9,332,881	2,981,608		72,128		34,877
	10,100,720	670,692	414,904	5,548,625	1,908,984		18.967		21,735
New Am Cas	12,955,315	2,627,189	2,363,889	4,308,381	1,235,345	50,924	218,137	397,449	708,019
	8,222,318	1,286,991	1,371,679	3,738,028	778,262	4,127	141,260	227,238	278,824
Newark	3,631,712	169,367	192,211	867,842	295,142	128,440	22,978	15,283	41,860
	2,200,306	83,614	102,602	581,104	159,465		7.438	7.910	8.924
New England	2,162,939	234,444	262,925	845,752	269,413	48,748	30,757	6,231	55,239
	1,393,499	102,019	126,138	634,070	175,514	9,670	11,171	63	32,216
New Hamp	6,531,955	10,433	38,395	78,722	24,408	52,879	1,826	121,185	6,212
	1,324,098	16,715	28,474	26,670	12,984	32,267	152	1,179	1,381
NJ Mfrs Cas	60,215	23,739		31,412	5,063				
	16,758	—8,125		22,847	2,035				
NY Fire	2,206,730		760			171,218			708
	1,137,768		250			21,269			28
NY Mut Cas	6,108,174	2,818,248	654,757	1,540,423	471,955		185,758		8,516
	2,924,366	1,320,205	213,039	841,277	234,250		69,631		3,345
NY Pr & Bk	1,689,097	1,278,195		210,822	52,687				
	885,161	698,681		94,011	13,157				
NY Unds	2,142,799		1,822	1,848	560	87,555			3,717
	1,251,946		113	1,367	—119	12,520			358
N A Re*	3,145,334	30,838	186,024	526,494	67.308	5.811	24.999	315,028	72,033
	3,297,149	644,168	250,577	818,508	39,395	2,404	63,053	273,623	77,223
No Brit	3,414,485		3,299			48,205			2,972
	2,489,091		1,659			8,151			1,020
Northern, Eng			4,629			50,759			142
			604	30,736	—10,752	62,157	—3,483		50
Northern, NY	6,208,407	1,128	41,729	640,219	170.762	353,561	126		10.494
	2,509,387		13,135	344,159	87,991	66,979			3,882
No River	3,260,853	50,129	82,587	244,718	77,163	135,069	8,249	4,011	14,896
	2,134,850	2,982	16,203	133,954	49,321	31,332	859	2,557	4,088
NW Mut	703,648		3,567			132,457	9		387
	191,371		1,014			15,108			183
N W Nat	1,489,054		2,246			48,151			189
	638,559					4,011			28
Norf & Ded M	618,394		5,768			70,604			318
	23,946,141		22			753,898			39,464
Norwich Un	1,576,223	55,163	126,743	286,642	74,919	51,253	3,492		32,297
	725.162	453	48,708	177,725	38,938	8,529	—101		9,456
Ocean Acc	4.182,468	609,798	696,742	1,436,782	404,853		43,559	55,970	400,208
	2.054,063	406,670	389,727	745,366	233,299		33,336	7,291	124,036

	Total Prems. and Losses $	Work Comp. Prems. and Losses $	BI (not Auto) Prems. and Losses $	Auto BI Prems. and Losses $	Auto PDL Prems. and Losses $	Mult. Peril Prems. and Losses $	PDL (not Auto) Prems. and Losses $	Fid.& Surety Prems. and Losses $	Burg.& Glass Prems. and Losses $
O Fmrs Ind	1,210,834		124,948	770,109	228,866	56,383	9,542		20,985
	877,737		61,701	616,949	186,402	390	2,603		9,690
Old Colony	1,204,388	136,248	90,717	236,536	83,598	40,321	15,474	6,331	11,520
	859,317	53,098	58,993	137,309	55,176	10,647	6,729	15,550	1,905
Pac Coast	233,226		6,710	38,442	9,177	2,070	178		175
	61,220		100	6,360	2,988	750			78
Pacific Fire	1,479,926		4,381	41,972	11,794	113,346	19	30,718	1,811
	749,844		251	6,099	4,779	35,914	2	9,371	105
Pac Ind	11,498	930	2,411	5,015	1,834		366	181	205
	6,849	2,315	1,456	2,364	423		120		
Pac Nat	570,478		304	8,350	2,540	76,926	7	4,900	4,668
	546,087		4	4,286	1,453	13,317		4,885	5,770
Palatine	529,752		458			8,827			813
	478,157					1,105			
Pearl	1,876,112		26,288	118,918	37,345	115,235	795		6,495
	870,739		3,466	51,639	20,223	18.229	15		979
Peerless	1,960,102	97,641	69,265	702,472	97,267	16,565	10,864	555,822	23,418
	821,340	43,972	16,778	255,130	66,698	3,731	2,168	287,334	12,102
Pa Fire	2,350,525		3,936			40,670			—328
	1,370,323					17,121			777
Pa Gen	106,669		243	73,577	18,223				
	5,213			2,410	756				
Pa Mfrs Cas	64,147		11,298	30,004	11,627		5,172		
	11,695		3,000	7,355	470		—1		
Pa T & F M	79,698	49,202	3,088	17,213	5,943		569		
	48,255	45,540	—34	523	1,673		16		
Phil F&M	1,228,856		10,795	48,180	14,226	200,149	1,469		4,445
	593,709		712	8,813	8,848	54,350	—91		2,557
Phoenix, Eng	5,689,597	405,432	564,952	1,624,471	484,023	104,363	42,842	21,239	127,435
	3,100,312	187,082	222,506	1,221,544	207,849	17,722	—3,436	103,228	50,081
Phoenix, Conn	7,050,126	153,497	173,946	625,079	181,709	268,338	15,459	14,793	50,621
	4,700,722	34,539	30,278	303,075	93,079	16,206	2,739	23,415	11,462
Potomac	2,632,806	91,085	86,205	427,424	137,392	129,974	8,981	619	20,081
	1,210,816	48,041	23,572	208,830	56,470	29,700	2,022	575	10,772
Pref M Fire	1,279,577		1,284			184,340			213
	515,740		19			31,507			—11
PW Ind	491,414	122,722	139,636	123,151	38,196		24,005	23,449	20,252
	435,458	94,026	71,964	29,619	26,147		3,001	201,346	9,352
Prov Wash	3,271,292		11	423,903	113,692	149,991		1,056	14,208
	1,971,923			431,561	78,381	50,537	2		6,004
Provident	650,730		11,601	55,997	14,374	32,090	573		5,161
	311,763		3,884	12,358	5,639	6,864	20		663
Pub Serv M	11,120,480	2,007,548	2,918,020	4,293,018	1,203,041		161,058	295,298	
	5,522,814	1,070,071	1,176,578	2,428,961	629,742		65,373	8,257	
Queen	3,333,637	86,203	85,725	236,410	74,211	118,118	12,790	6,856	20,278
	1,726,804	40,780	58,899	166,278	48,423	19,500	5,768	562	11,914
Reins Corp*	10,994,182	10,902	36,477	24,937	8,082	389,322	16,217	13,750	3,262
	4,165,986	1,887	18,983	21,733	2,201	122,208	2,764	6,312	1,006
Reliance	2,957,406	28,298	47,045	190,935	60,512	82,578	6,154	2,502	7,675
	1,571,907	29,113	9,605	169,798	45,579	10,706	1,417		2,799
Repub, Tex	1,951,595		1,194			155,407			2,509
	446,827		222			8,233			392
Roch Am	1,233,819		1,106	72,062	17,473	59,618			1,915
	738,392			93,641	9,127	5,136			
Royal Ex	995,665	13,256	12,988	46,725	11,441	48,336	872		7,506
	528,315	789	—698	14,480	3,782	9,828	13	19,606	2,460
Royal Ind	19,786,002	3,302,002	3,306,479	6,524,679	1,894,022	43,411	346,137	299,291	1,030,144
	10,128,205	1,530,306	1,630,539	3,842,340	924,094	9,055	68,659	79,955	403,845
Royal	7,360,809		8,036			364,433			13,736
	3,477,873		27		30	83,835			10,183
StPaul F&M	7,680,380	49,992	126,725	199,425	57,046	388,733	17,697	64,392	28,230
	5,507,813	119,927	136,395	400,518	115,373	197,712	20,764	14,649	26,352
St Paul-Mer I	2,148,986	253,685	392,803	652,838	188,083		72,470	429,003	51,153
St Paul Mer	1,467,641	6,913	13,338	16,347	4,747	71,733	369	274	2,239
	851,297		4		180	33,865			
Seab'd F&M	513,397		692			33,897		105	737
	227,866					5,349			
Seab'd Sur	1,815,964	88	519,058	5	2		16,047	1,257,236	23,525
	166,498	2,100	46,962	180			—248	112,489	5,014
Sea	2,460,832		16,632	868,053	206,000	5,732	33,630		
	1,315,244			399,489	89,475	2,812	1,095	12,111	
Secur, Conn	2,028,490	88,083	106,751	365,338	108,981	153,545	11,155	5,699	55,466
	1,024,775	76,364	32,277	122,844	65,743	91,672	3,738	55	30,015
Sec ML	7,442,566	1,785,969	5,174,273	189,550	61,877		170,571		
	3,191,622	793,331	2,254,268	44,450	20,906		39,171		
Shamrock Cas	963,367			807,552	135,854				
	532,528			472,106					
Spgfld F&M	3,981,100	99,756	107,983	301,466	95,039	230,542	12,312	137,556	78,377
	2,083,437	56,431	39.066	159.604	40,921	42,700	4,694	157,144	42,300
Stand Acc	7,096,476	762,075	1,112,926	2,848,963	819,737	21,198	112,968	771,695	257,921
	3,317,574	549,694	495.382	1,448,014	445,617	337	26,469	118,155	119,530
Stand, Conn	1,270,045		10,498			390			18,851
	520,158								37
Stand, NY	2,254,585	12,330	25,149	92,867	24,641	51,419	1,474	2,548	10,449
	2,169,114	5,695	8,840	47,477	12,745	18,355	1,160	9	1,010
Star	941,446		360			46,960			647
	562.363		7			19,480			325
State Farm	1,545.682			835,636	407,451				
	516,378			291,999	112,013				
State Fund	63,711,086	63,711,086							
	45,646,334	45,646,334							
State-Wide	367,903		31,261	221,396	85,243		3,053		
	137,001		15,817	71,194	41,686		—145		
Sterling F	614,939		3,004			14,340	5		1,590
	141,852					57			
Sun of N Y	3,228,632	448,410	449,499	893,120	257,020	40,989	26,327	41,744	252,615
	1,201,647	197,032	126,198	538,169	169,997	35,586	6.469	63,822	98,060
Sun	3,632,433		9	25,090	12,250	50,541			1,561
	1,921,001		190	129,440	23,785	6,602			3,461
Swiss Re*	2,913.108		493			3,194			4,822
	1,806,431					4,580			3,342
Trans Atl Re*	995,416	12,020	23,973	2,966	418		7,277	11,259	382
	413,942	5,441	18,307	4,214	18	11,526	4,549	2,973	231
Transcont	1,181,272	117,134	34,608	141,400	39,745	31,465	2,477	1,032	6,350
Transportation	265,726	38,379	16,094	55,258	17,536	748		1,383	1,176
	56,686								
Trav Fire			1,053			1,013,473			863
			33			85,907			—202
Trav Ind	36,759,459	19,063	1,221,395	21,310,262	7,656,408	71,992	1,669,021	2,081,617	1,680,283
	22,786,025	7,201	515,288	15,277,150	4,903,457	44,880	520,651	542,138	792,212
Travelers	57,477,637	16,628,075	9,756,662	4,004,142					
	36,016,709	11,119,317	3,914,481	2,284,782					
Truck Ex.	7,162	7,162							
	3,827	3,827							
Twin City	564,240		357			6,035			829
	403,615		345			1,694			
Union Re*	2,332,276			1,985	860	19,664	22	70,267	257
	698,576			1,292	649	3,318		11,363	117
United Pac.	18,300							18,300	
	30,650							30,650	
Untd Ser Au	1,444,513			784,172	210,957				
	624,492			292,320	118,725				
U S Cas	6,013,302	1,023,586	1,308,150	2,134,428	600,242	23,020	96,243	80,604	345,757
	3,897,136	384,104	872,948	1,834,328	391,716	1,904	48,416	17,114	178,333
U S F & G	21,107,576	3,682,512	3,110,525	4,641.326	1,400.820	652,325	489,106	1,071,969	825,098
	9,779,634	1,990,024	722,059	2,809,299	802,373	128,143	214,241	223,940	369,846
U S Fire	7,935,472	173,811	178.811	614.192	200,472	228,674	20,016	20,390	37,561
	4,380,446	88,570	59,972	284,345	107,409	35,984	3,209	518	12,749
Unt Ser Auto	1,444,513			784,172	210,957				
	624,492			296,320	118,725				

(CONTINUED ON PAGE 39)

Munich Re Names Morris Southern Manager at Atlanta

Robert L. Morris has been appointed southern U. S. manager of Munich Re. He will manage the southern territory for Munich Re from newly established offices in Atlanta.

He started with Liberty Mutual Fire and served as fire and inland marine underwriter at both Atlanta and Dallas. Subsequently he joined American Mutual Re at Chicago as associate reinsurance underwriter. Prior to joining Munich Re he was fire and inland marine manager of American Automobile in Atlanta.

Two California Local Boards Elect

Local agents' associations in Monterey and San Joaquin county, Cal., have elected officers. They are:

Monterey: H. William Monroe president; G. G. Lefler secretary-treasurer.

San Joaquin county: Donald L. Marlette president; Stephen F. Phelan vice-president; M. Jack Schmitt secretary; Harold C. King treasurer.

N. Y. Bar Committee Finds WC Grown into General Health Law

High workmen's compensation costs in New York state are due in part to a tendency to construe the workmen's compensation law in a way not contemplated by the legislature when the law was enacted. This is one of the conclusions of a special committee of New York State Bar Assn. appointed in 1954 to study the WC law and to cooperate with the Moreland act commission investigating operations and procedures under that law. The committee's report, just released, reviews the origin, history and the administrative and judicial interpretations of the act.

Specific areas in which the committee believes there has been a departure from the statutory intent include a broadening of the definitions of "accident" and "occupational disease," the granting of awards in cases where there is no loss of wages or impairment of earning capacity, the payment of WC for questionable disabilities and for injuries caused by personal acts unrelated to the job.

The committee noted that these interpretations have had the effect of transforming what was intended to be a new system of employer's liability for accidents into a general health insurance law based on social concepts. Though intended to provide partial restoration of lost income in all accident cases regardless of fault, the committee finds it is being refashioned, through construction, in a statute granting damages regardless of economic loss. Also mentioned is the fact that the public has an interest in the compensation system because the cost of all awards is added to the price of the employer's product and passed on to the consumer. The more liberal coverage thus generated acts as a barrier against the granting of higher benefits to those who need, and are entitled to, the law's protection, the committee asserted.

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Areas for further study recommended in the report include the redefinition by statute of some of the law's basic concepts, finding more reliable medical procedures for evaluating questions of etiology and industrial disability, and broader court review of rulings made by the WC board. Considerable emphasis is placed on the need of finding better qualitative standards for selecting referees and giving them tenure of office.

Other matter dealt with in the report include the importance of accident prevention, rehabilitation, revamping the second injury law designed to encourage the hiring of the physically handicapped, and integrating WC coverage with other forms of income protection.

The committee emphasizes the need for a more unified approach to the problem by the medical and legal professions and urges greater cooperation between labor and industry in seeking legislative solutions which will best serve the public interest.

The report, which has not been acted upon by the association, will be submitted to Gov. Harriman, to the members of the legislature and to others interested in the operation of the WC law.

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The chairman of the special committee is James J. Beha, New York City, The editing and indexing of the 123 page report, which is extensively annotated, was done by Noel S. Symons of Buffalo. Other members of the committee are James S. Kernan Jr., Utica, Andrew V. Clements and Fred J. Murray of albany, Max Goldman of Auburn, C. Addison Keeler of Binghamton, Salvatore M. LoMonaco of Rochester and Hubert C. Stratton, Syracuse.

Miss Jeannette H. Harris of New York City, the only member of the committee who did not concur, filed a separate report.

Atlantic Volume Up in 1956, Realizes Underwriting Profit

Premiums written by Atlantic Mutual group in 1956 increased $8,451,000 to reach a high of $32,305,000. Assets climbed $26,593,000 to $78,222,000, and policyholders surplus increased to $27,187,000 as compared to $17,006,000 in 1955.

Despite the group sharing in *Adrea Doria*, west coast forest fire, and a number of other heavy losses during the year, it showed an underwriting profit of $492,427. During the year it paid $18,505,000 in claims. Atlantic Mutual paid $2,518,000 in dividends to participating policyholders.

Auto PHD Sub-Standard Pool Organized in Texas

HOUSTON—Organization of the Texas Physical Damage Pool for the purpose of writing sub-standard auto physical damage lines was announced in Houston last week by Rolan C. Kennell, manager. The new pool is composed of a group of stock fire and casualty companies and Lloyds. Members of the advisory board, in addition to Mr. Kennell, are: D. D. Dominey, president Georgia Casualty & Surety; R. R. Kaplan, president State Fire & Casualty, and Elmer Oberg, assistant manager.

Sheeks Joins Industrial Indemnity

Joseph E. Sheeks has joined the legal staff at the home office of Industrial Indemnity. He has been an attorney with Pacific National Electric Co.

Munro Volume Up, Underwriting Loss Small in 1956

Premiums written by the Prudential-Skandia-Hudson reinsurance group in 1956 increased to an all time high of $10,608,972, J. A. Munro, president of Prudential and Hudson and U. S. manager of Skandia, has reported. Prudential wrote $5,304,486, Skandia $4,243,589, and Hudson $1,060,897.

J. A. Munro

Assets of the group were relatively strong at year end, Mr. Munro said, reaching $30,225,076, with Prudential having $14,389,439, Skandia $11,979,337, and Hudson $3,856,300. Policyholders surplus of the group reached $15,630,365, a slight rise over 1955.

There was a combined underwriting and investment gain of $373,021, compared with $995,005 in 1955. The group had an underwriting loss of $289,151. Unearned premium reserves were $11,291,169.

Pallbearers Alerted to Carry Coffin for ICT of Dallas

AUSTIN—Permanent receivership was accepted without contest last week by ICT of Dallas, the labor-owned insurer, following the admitted failure of all efforts of present officers to keep it in limited operation.

With liquidation now formally ordered by District Judge Betts after James G. Cage, ICT president, agreed to accept the judgment without argument, attention now has centered on the two legislative investigations under way in Austin by special committees of the house and the senate and to an investigation of the companys' books in Dallas by state and county officials.

Henry Wade, Dallas district attorney, has said: "We have discovered very good evidence of a criminal nature against former officers of the firm. We will definitely gather the evidence for grand jury presentation." He also said that certain information obtained by his investigators would be presented to the legislative committees.

In Austin, Sen. Herring revealed that he had asked the intelligence division of the Internal Revenue Service to look into the ITC situation. Mr. Herring, who is chairman of the senate investigating committee, is a former federal district attorney.

The house committee is due to make its report by April 1 and the senate committee by April 10, with new remedial legislation as their announced major objective.

Tenn. Lawyers Back UJF Measure

Tennessee Bar Assn. is supporting a bill in the legislature which will establish a state unsatisfied judgment fund to protect motorists against uninsured and hit-and-run drivers. The proposal would tax insured drivers $1 and uninsured drivers $3 for the fund.

Frank O. Haywood Jr., safety engineer, and Thomas E. Flynn, claims manager, have been transferred from Los Angeles to the Texas branch office of **Argonant.**

Peerless Volume Up 40%, Underwriting Losses $3,193,404

Premiums written in 1956 by Peerless rose 40% above the 1955 level to reach $16,869,682. This increase reflected acquisition of the U. S. business of Caledonian and Netherlands.

Assets climbed $3,284,917 to $32,494,358. Investment income was $713,631, compared with $633,716. Capital gains amounted to $361,542.

Including the results of acquisition, the company had an underwriting loss of $3,193,404, compared with an underwriting profit of $543,893 in 1955. Policyholders surplus declined $3,420,144 to $7,550,552.

Income adjustment to reflect equity in unearned premiums, income tax carry-back and undistributed earnings of United Life & Accident, an affiliate, produced a loss of $1.20 per share on 550,000 shares of capital stock outstanding at year end. This figure was a profit of $2.10 per share in 1955. Stockholders equity, however, increased from $23.77 in 1955, to $24.60 per share.

Cherokee Declares Stock Dividend, Woodbury Joins Board

NASHVILLE—L. E. Woodbury Jr., Wilmington, N. C., vice-president National Assn. of Insurance Agents, was elected a director of Cherokee at the annual meeting here. Other directors and the officers were reelected, and J. M. Lee, Jr., who has been with the company since 1951, was elected assistant treasurer.

Directors approved a 33⅓% stock dividend in addition to the regular dividend of 25 cents. This will increase capital to $1 million. President D. K. Wilson reported surplus at $2,255,972, an increase of 14%, while assets increased $271,119 to $4,519,612.

Larger Tenn. Office for Ind. of N. A.

On April 1 the Nashville service office of Indemnity of North America will assume full production, policy-writing and underwriting authority for the state. All Tennessee agents will report their business directly to it. Previously all casualty business in the territory was handled through the home office in Philadelphia.

To accommodate the expanded operations, the group's Nashville office has been moved to larger quarters at 1500 Life & Casualty tower.

W. Everette Bethshares is manager of North America and Philadelphia F.&M. and Leonard Cummings of Indemnity of North America.

Self Insurance Seminar Is Sponsored by Buyers

A self insurance seminar, the sixth in a series of study groups, has been held under sponsorship of New York chapter of American Society of Insurance Management. L. W. Mosher of General Electric, chairman of the chapter self insurance committee, was moderator.

Pays $50,000 Accident Loss

Payment of $50,000 was made by Newhouse & Hawley agency of Chicago to the widow of an insured who was killed in an automobile accident and carried a group travel accident policy written in London Lloyds for key personnel of large corporations. The insured died Monday and the check was delivered to his widow two days later.

Julian Faber, partner of Willis, Faber & Dumas of London in charge of American business, has completed a seven-day visit to the Newhouse & Hawley office in Chicago as part of a six-week trip throughout the United States. He is the son-in-law of Harold Macmillan, the prime minister of England.

Henry R. Sutphen Jr., president of American Irving Savings Bank, has been elected a director of **Hanover Fire and Fulton.**

Seaboard Surety Volume Up in '56, Underwriting Gains

Seaboard Surety operating results for 1956 were the best in the history of the company, President G. B. Slattengren has reported to stockholders.

Premiums written in 1956 increased $1,016,070 to $7,324,989, he said. Assets went up $2,567,000 to $26,531,000, and the policyholders surplus climbed $1,145,000 to $14,154,000.

The company had an underwriting profit of $1,689,246, representing a rise of $444,466 above the 1955 profit. Investment income was $699,968. The combined underwriting and investment gain was $1,374,845 after federal income taxes of $994,312.

The ratio of operating expenses to premiums written was 42.4%. That of losses and loss expenses to earned premiums was 23.4%.

During 1956 a total of $400,000 in dividends was paid to stockholders. Earnings per share were $6.87 as compared to $5.07 in 1955.

Convention Dates

Mar. 17-19, Eastern Agents Conference of NAIA, Statler hotel, Washington, D. C.

Mar. 20, American Marine Hull Insurance Syndicate, annual, Board room, 99 John street, New York City.

March 24-26, Southern Agents Conference, Jung hotel, New Orleans.

March 24-26, Midwest Agents Conference of NAIA, French Lick-Sheraton hotel, French Lick Springs, Ind.

Mar. 25, Rhode Island Assn. of Insurance Agents, mid-year, Sheraton-Biltmore hotel, Providence.

Apr. 3-4, National Assn. of Independent Insurers, workshop, Mark Hopkins hotel, San Francisco.

April 4, New Hampshire Assn. of Insurance Agents, midyear, Carpenter hotel, Manchester.

April 4-5, National Assn. of Casualty & Surety Agents, directors semi-annual, Ambassador hotel, Chicago.

April 7-9, Mutual Agents Assn. of New York, annual, Syracuse hotel, Syracuse.

April 11-12, Ohio Assn. of Mutual Insurance Agents, annual, Neil House hotel, Columbus.

April 15-17, Iowa Assn. of Insurance Agents, annual, Savery hotel, Des Moines.

April 18-19, Zone 5 of NAIC, annual, Plains hotel, Cheyenne, Wyoming.

April 23-24, Zone II of National Assn. of Insurance Commissioners, annual, Sedgefield Inn, Greensboro, N. C.

April 25-26, Minnesota Assn. of Insurance Agents, midyear, Leamington hotel, Minneapolis.

April 28-May 1, Chamber of Commerce, insurance department, annual, Washington, D. C.

April 28-May 1, Colorado Insurors Assn., annual, Cosmopolitan hotel, Denver.

April 28-May 1, Rocky Mountain Territorial Conference of NAIA, annual, Cosmopolitan hotel, Denver.

April 28-May 1, National Board of State Directors of NAIA, midyear, Cosmopolitan hotel, Denver.

May 1-5, National Assn. of Public Insurance Adjusters, annual, Saxony hotel, Miami Beach.

May 2, Midwestern Independent Statistical Service, annual, La Salle hotel, Chicago.

May 2-4, Louisiana Assn. of Insurance Agents, annual, Edgewater Gulf hotel, Edgewater Park, Miss.

May 2-4, North Carolina Assn. of Insurance Agents, annual, Carolina hotel, Pinehurst.

May 5-7, Alabama Assn. of Insurance Agents, annual, Battlehouse, Mobile.

May 5-7, New York State Assn. of Insurance Agents, annual, Syracuse hotel, Syracuse.

May 6-8, National Assn. of Independent Insurance Adjusters, annual, El Mirador hotel, Palm Springs, Cal.

May 6-8, Health Insurance Assn. of America annual, Sheraton-Park hotel, Washington, D. C.

May 7, Assn. of Casualty & Surety Companies, annual, Waldorf-Astoria Hotel, New York City.

May 9, Surety Assn. of America, annual, Sheraton-Astor hotel, New York City.

May 9-10, Missouri Assn. of Mutual Insurance Agents, annual, President hotel, Kansas City, Mo.

May 10-11, Oklahoma Assn. of Insurance Agents, annual, Biltmore hotel, Oklahoma City.

May 12-13, New Jersey Assn. of Mutual Insurance Agents, annual, Berkeley Carteret hotel, Asbury Park.

May 12-14, Florida Assn. of Mutual Insurance Agents, annual, Tides hotel, Redington Beach, St. Petersburg.

May 12-14, Virginia—D. C. Assn of Mutual Insurance Agents, annual, Cavalier hotel, Virginia Beach.

May 13-15, National Assn. of Insurance Brokers, annual, St. Louis.

May 15, Chicago I-Day, Sherman hotel.

May 16-17, Arkansas Assn. of Insurance Agents, annual, Arlington hotel, Hot Springs.

May 17-18, Texas Assn. of Insurance Agents, annual, Statler-Hilton hotel, Dallas.

May 19-21, Tennessee Assn. of Mutual Insurance Agents, annual, Gatlinburg.

May 20, Vermont Assn. of Insurance Agents, midyear, Woodstock Inn, Woodstock.

May 20-22, Georgia Assn. of Insurance Agents, annual, Bon Air hotel, Augusta.

May 20-22, Insurance Accounting & Statistical Assn., annual, Palmer House, Chicago.

May 20-24, National Fire Protection Assn., annual, Statler hotel, Los Angeles.

May 21, Society of Fire Protection Engineers, annual, Statler hotel, Los Angeles.

May 21-22, Illinois Bureau of Casualty Insurers, annual, St. Nicholas hotel, Springfield, Ill.

May 22, National Automobile Underwriters Assn., annual, Roosevelt hotel, New York City.

May 23, National Board of Fire Underwriters, annual, Commodore hotel, New York City.

May 23-24, Casualty Actuarial Society, spring meeting, French Lick-Sheraton hotel, French Lick, Ind.

May 23-25, Florida Assn. of Insurance Agents, annual, Fontainebleau hotel, Miami Beach.

May 26-29, American Assn. of Managing General Agents, annual, Fontainebleau hotel, Miami Beach.

May 26-30 Insurance Division of Special Libraries Assn., Statler hotel, Boston.

COMMENTS TRENDS OBSERVATIONS

Tells Agents How to Use Non-Admitted Foreign Markets

How agents can profit from a knowledge of foreign insurance markets and how to use them was delineated for Lehigh Valley Assn. of Insurance Agents at a meeting in Allentown, Pa., by Leonard J. Silver, president of American Excess Co. of Philadelphia, excess lines brokers.

He advised agents not to give up on a line until they have exhausted the foreign as well as admitted markets. However, he advised, agents should not try foreign markets until they have exhausted the admitted markets.

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Forget tariff or manual rates, he suggested. The foreign insurers use different rating procedures, though they often base their rates on the U. S. rate or are guided by it. Sometimes they come up with lower rates, with the same rates, or with higher rates. Of course, they write business the domestic market will not or cannot write. That is the only business the law permits them to write in the U. S. They do not get spread of risk, the dwelling and apartment house classes, easy to place risks, and other insurance that keeps the admitted insurer in the black.

He advised agents to forget their usual procedures when they go to the foreign market. Simply because the admitted companies' manuals say nothing about a particular type of coverage that the agent is seeking does not mean this coverage cannot be written in the non-admitted market, if it is not contrary to regulation or law.

It is amazing what is written in the foreign market. His own firm, for example, has provided life insurance for kangaroos. It has insured a device that fits under the wing of a jet fighter carrying a tow target, a device which measures the shooting accuracy of other planes. He insured this device when it was at the experimental level, against all risks, including being shot down. He has written canine hospitalization, agents' contingent commissions, water damage which the American market would not write, surplus fire, excess liability, etc.

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Measure the real risk, he advised, not the risk as measured entirely by manuals or policy forms of admitted companies. Once the agent has measured the real risk and realizes that there is a need for insurance, and that either the admitted market will not or cannot write it, the agent can go to the non-admitted foreign market through excess or surplus lines firms. They need substantially the same information the agent would give an admitted insurer. This information however, has to be accurate. Quite important is the loss record for the past five years.

He emphasized that the non-admitted market is interested in excess, surplus, special purpose or unusual insurance of all sorts—but not "junk" lines that involve risks not entitled to insurance for lack of maintenance or proper management. He also warned agents that it is contrary to law to advertise the name of non-admitted insurers.

While London Lloyds is the most famous non-admitted insurer in the U. S., there are many other such insurers in many countries. His firm does business with a number of such companies that have money on deposit in the U. S. with which to pay claims promptly. This is important not because of any doubt about the willingness of the foreign insurer to pay claims but because it insures prompt payment which would otherwise be difficult because of exchange difficulties.

Realistically Assesses Today's Situation

J. M. Kidd, U. S. manager of Norwich Union, comments on the current situation in which the fire and casualty companies find themselves, in the Norwich Union home office bulletin:

The results of the big multiple line companies are just beginning to come out. There are a few with a profit but the great majority show a loss going into prodigious amounts. The worst so far published has an underwriting loss of $22 million (that is, the losses plus expenses have exceeded premiums by that amount) and the average is very high.

It would rather indicate that certain "hens are coming home to roost." A feature of the business for far too long has been to forget that we are in the business of insurance and to concentrate almost wholly upon a policy of piling up the greatest possible volume of premiums which could be safely invested to provide a growing portfolio and a source of substantial income. The underwriting profit, if not completely ignored, has been a secondary consideration; the fundamental essence of the business, which is to organize the plant so that the sum of the losses and expenses will be sufficiently below 100% to allow for a fair profit plus a cushion for the untoward catastrophe, has been lost in the background.

This policy has been helped by the phenomenal growth of our country and it has been bolstered by inflation which has become such a marked feature of the economy. So long as the invested assets produced an ever-mounting gain and provided a constant income, the need to earn an underwriting profit had difficulty in coming up to the surface. In the first two months of this year, the investment situation has taken an unexpected turn. The drop in the stock market is coincident with the published results of the prominent companies and the two factors combined may bring home finally the folly of this policy of "volume regardless of profit" and the urgent need to concentrate upon a favorable underwriting result.

There have been undesirable sequelae, particularly in fire business, in the wake of the foregoing policy. Volume has been so much the criterion that the knowledge of a mass of business going off to direct writers and the cream being scooped by wildcatters (from rate cutting to excess commissions) has tempted many of the old line stock companies—the firm backbone of the fire insurance industry—to resort to all kinds of means to attract the volume necessary to sustained growth.

Package policies came into being. They proved the wisdom of their evolution but the tendency has been to go too far in broadening the cover and in making the premium attractive. Loss experience is already insisting that the coverage and the rates have to be redressed.

Competition with the rate deviators and those seeking selected risks by offering high commissions has prompted the companies to raise the remuneration of the intermediary (to assume a very high ratio in the expense factor of the premium which must inevitably invite the criticism of the public) in order to gain an advantage which, in the ordinary competitive sense, ought to be secured by understanding and efficiency. All over the country many of the old reliable companies have moved to high commissions and contingent commissions to secure business, and the others are being forced to do the same to avoid the loss of business on their books. An unfair strain is also being placed upon the serious agent who realizes that too high a level of commission must eventually threaten his very existence.

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There is little doubt that the fundamental fault of the whole chaotic situation of the fire insurance industry is the inadequacy of rate. The internal conflict outlined above has made the fire companies much less assiduous in securing proper rates than if they had been wholly dependent upon securing an underwriting profit. They have, nevertheless, recognized to the full that inflation has now the cost of our product in its grip, that we are selling fire insurance at a price substantially lower than the cost of our claims and operation. We must look for an immediate move from the leaders of our industry and we can surely expect to find the fire industry on the threshold of a new era.

The casualty problem narrows itself down to the insurance of automobiles. Effective "underwriting" is becoming impossible. It is a [illegible] problem of which there are three predominant factors: (1) Frequency of accidents which only education of the public on a great scale will correct; (2) the effects of inflation on the grotesque awards by the courts; hence the combined weight of the judiciary authorities, from the Department of Justice to the Supreme Court and the bar associations is required to induce reason, and (3) the adequacy of the premium to pay for losses and reasonable expenses the public will have to pay until the faults are remedied.

N.A. Asks Agents to Help Get Cover Up to Current Values

North America companies recently sent a letter on underinsurance to all its agents. The reaction is very interesting, varying from comments like "appreciate your effort, this action sorely needed," to "I make no assurance to anyone about my customers in this request." The last remark was prompted by North America's request not to place new or renewal policies written in amounts less than $5,000 without being prepared to give full assurance that a lesser amount properly meets the needs of the policyholder.

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The underinsurance letter, signed by Bradford Smith Jr., executive vice-president, reads:

How to inspire policyholders to increase the amount of insurance they carry commensurately with increased insurable values is the most important problem facing insurance agents and companies today.

It has been alleged that the stock company-independent agent term is not properly serving the mass market involving the small property owner. In an examination of this criticism, the following facts were revealed:

1. Loss adjustments developed numerous examples of inadequate insurance to value—frequently as low as one-third or one-quarter of the value of the property destroyed.

2. About one-half of the policies written in this class are for amounts less than $5,000—obviously inadequate figures for today's mounting costs.

3. Most small policies are allowed to remain unchanged year in and year out.

The cumulative effect of these facts forces us to agree that we are not properly servicing the insurance requirements of the modest property owner. This places our future position in jeopardy. We propose to do something about it and need your cooperation.

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Hence, we are initiating a campaign directed toward increased insurance to value. A full program of action, including effective advertising and other aids, will back you up. We urge you to give it your fullest support. In particular we ask you to do these things:

1. See that each new policy is written for an amount commensurate with the insurable valu eof the property.

2. See that each renewal policy is increased to an amount commensurate with the insurable value of the property. There will be hardly a case where the renewal policy should not be increased at least 10%.

3. Please do not place with our company any policy, new or renewal, written in an amount less than $5,000 without being prepared to give us full assurance that a lesser amount properly meets the needs of the policyholder.

American Surety Has Premium Gain, Underwriting Loss

Premiums written in 1956 by American Surety increased more than 6% over 1955, to $40,407,033. Investment earnings of $1,937,159, equivalent to $1.61 per share, enabled the company to show a combined net profit of $592,053 before taxes, or 49 cents per share after a statutory underwriting loss of $1,345,106 for the year. The company had an underwriting gain of $469,339 in 1955.

W. E. McKell

Net profit from all operations after provision for federal income tax was $460,778, equivalent to 38 cents per share and on a consolidated basis, including operations of Canadian and Mexican subsidiaries, earnings applicable to American Surety stockholders were $557,070, or 46 cents per share.

In his report to stockholders W. E. McKell, president, cited automobile insurance and performance contract surety bonds as primarily responsible for the underwriting loss.

While agreeing that rates in a number of lines have not been sufficient to take care of the losses incurred, Mr. McKell stated that the fact that adverse results were not limited to one class of business or one type of company is significant and suggests a sharp look at other elements of the over-all picture.

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Further activities in the field of loss prevention are indicated, he said. Regardless of the type of exposure, this fundamental function of insurance serves a humane and economic interest and enables the public to buy protection at reasonable prices for its true purpose, to cushion the financial loss when, in spite of all precautions, disaster strikes.

Claim climate is another area in which there is much to be done, he added. As insurance is sold more and more widely, claims tend to be magnified and awards made greater, on the general theory that if insurance is involved, the money is available. The existence of insurance, while alleviating financial distress, may at the same time intensify the undisciplined driving habits of those responsible for traffic accidents. He noted signs that the unfavorable cycle of contract bond losses is abating somewhat. The most encouraging are efforts of leading contractors and their insurance agents to place this business in sound and proper perspective.

Minn. Wrongful Death Bill Passes Committee

ST. PAUL—The fight over wrongful death legislation now goes to the floor of the house following action of the judiciary committee in recommending passage of a bill that would boost the limit from the present $17,500 to $30,000. At hearings on the bill, insurance representatives opposed the change on the ground that it would increase rates. Stockholders in farm insurance companies especially opposed the bill. The committee, however, approved it with only a few no votes.

MUTUAL SPOKESMAN

Says UJF Advocates Shirk Responsibilities to Policyholders

NEW ORLEANS—By advocating the unsatisfied judgment fund idea, certain segments of the insurance industry and some agents' groups are shirking their responsibility to their policyholders, Paul S. Wise of American Mutual Insurance Alliance charged in his talk before the mid-year meeting of National Assn. of Mutual Insurance Agents. Mr. Wise said the alliance will "fight the inequities which are being foisted on its member policyholders and will not agree that the only solution to the uninsured motorist problem is to create state funds." Those who advocate such a solution, he said, have abdicated their responsibilities as supporters of the private enterprise system.

The alliance takes the stand, he said, that the basic solution is to eliminate accidents and to have as many motorists financially responsible as possible.

"The alliance feels that the only methods which will produce broader and more liberal coverage at the lowest cost to the motorist are those voluntary insurance programs consistent with sound insurance principles, operating in a free and competitive market," Mr. Wise said.

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Mr. Wise admitted that some legislators and some parts of the public do not always agree that a voluntary program is enough. If the demands of the legislators are ignored, it can well mean having undesirable laws, he said.

The alliance feels that it has an obligation to inform the public what further steps can be taken to help solve the problem, Mr. Wise explained. He emphasized that "the alliance does not favor compulsory insurance or any form of it on a countrywide scale."

"Many states," he continued, "are completely unprepared for such a drastic step and should first find ways of strengthening and increasing the effectiveness of their safety responsibility laws so as to cover more uninsured motorists. The approach to universal liability coverage for all motorists must be gradual in order to secure the maximum public acceptance.

"An equal responsibility law is a more logical alternative to the problem than the state fund. Critics of the equal responsibility law, finding no other arguments in which the public is interested, have pointed out that such laws do not cover the victims of hit-and-run drivers, willful violators of the law, and the non-resident uninsured motorist. The number of such cases hardly warrants further legislation.

"For example, in the 20 months of operation of the unsatisfied judgment fund in New Jersey, there were only seven claims paid for hit-and-run cases, amounting to $23,900. Even if it should become necessary to close this small gap, it can be effectively closed through the uninsured motorist coverage or through a pool arrangement operated by private insurers. Both measures are much better for the policyholders than a state fund."

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He said the alliance deplores the results of the Massachusetts law. "But the results there should not deter our industry from finding something better and certainly do not justify turning the entire problem over to the state. The alliance feels that the equal responsibility law affords an easy, simple and practical solution to the problem and avoids the undesirable features of the Massachusetts law."

South Carolina and Maryland "furnish a tragic example of capitulation by some insurance companies and agents' associations to the state fund theory," he said.

"In South Carolina the . . . stock companies have sponsored a program whereby the state will guarantee the obligations of 45% of the motorists presently uninsured there. In addition, by supporting these programs, these companies require their insured—the financially responsible motorists—to file certificates and go through needless red tape to avoid paying the $10 fee levied against the uninsured motorist."

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Mr. Wise charged that in Maryland "a strong group of stock insurance agents have openly admitted their insufficiency to handle the problem and have asked the state fund to take over."

Commercial Credit Comments on Bad Year for Auto PHD

Commenting on insurance operations in its annual report, Commercial Credit Co. of Baltimore explains that written premiums of Calvert Fire and Cavalier were down substantially compared with 1955 "as a result of a determination to improve underwriting and reduce loss ratios." The companies specialize in physical damage insurance on financed automobiles.

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The earned premiums were not down in proportion to the reduced written premiums resulting from longer term policies, producing a longer deferment of the premium reserve. Net underwriting profit was down substantially because of reduced earned premiums and the increased loss ratio.

There was a substantial increase in the number of claims, the report states. "The greatly increased number of motor vehicles in use on the public highways, the continued disregard of traffic rules and regulations and inexperienced drivers, together with some laxness in the enforcement of laws and regulations, have materially stepped up the accident frequency which resulted in increased claims and larger claim payments. Every effort is being made to screen applications for insurance coverages more rigidly than ever, even to the extent of refusing to write coverages on financed cars for many dealers. It is evident, based on the experience of many insurance companies, that higher premium rates must be instituted in order to correct the present generally unsatisfactory condition."

American Re Premiums Rise, Underwriting Loses Little in 1956

Premiums written by American Re in 1956 increased $3,999,053 to reach $33,441,269. The company reported generally satisfactory underwriting and investment experience. The underwriting loss was $158,118.

Assets went up $4,701,802 to an all time high of $90,151,290. Policyholders surplus, including a voluntary reserve of $4,000,000, reached $26,391,497, $1,174,545 more than 1955. Investment income, less administration expense, climbed to $2,053,255. also a record high. Earned premiums reached $30,509,139 compared with $26,853,791.

Warn Proposed Alaska WC Benefits Would Double Rates

The proposed increases in benefits under the Alaska workmen's compensation act would result in an increase of up to 100% in present rates, the house industrial insurance committee was told at a hearing on the measure. The legislators were told by insurance representatives that the increased benefits, if enacted, would give Alaska the highest WC scale of any state or territorial possession of the U. S.

Iowa 1752 Club Has Claim Session

Iowa 1752 Club held a meeting on claim adjusting at Des Moines last month at which the speakers were Robert Lusk of Mutual Loss Research Bureau, who took up dwelling package policies; Donald L. Dorei, Kansas City attorney, who described the use of motion pictures investigating claims, and John Shiffler, Employers Mutual Casualty, whose topic was the family auto policy.

Security-Connecticut V-P Tells FUAP Adaptation of Some Direct Writer Methods Can Produce an "Unbeatable Combination" for Agency System

A growing number of active agents have recognized changed marketing conditions and have taken the view that they can utilize the important techniques and successful selling methods of direct writers and adapt them to the agency system for an "unbeatable combination," B. J. Daenzer, vice-president of operations of Security-Connecticut group, told the annual meeting of Fire Underwriters Assn. of the Pacific last week at San Franscisco.

Mr. Daenzer said the basic pattern of marketing automobile insurance has changed radically in the last few years. Three leading non-agency companies are writing one out of five of all private passenger automobiles registered in the U. S.—20% of the total potential market whether insured or not. In California, five such companies write more than 40% of the automobile liability business, although in 1942 their share of the market was only 22%. "Growing at such an alarming rate," Mr. Daenzer remarked, "these five companies, if unimpeded, would soon have over half of the market in this one state."

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Agents who have adapted new techniques to meet direct writer competition are recapturing business they once lost and are getting their share of new business, Mr. Daenzer declared. Automobile constitutes more than 40% of the total fire and casualty business available, and surveys confirm that the agent handling automobile will eventually control the rest of his client's account.

Mr. Daenzer's theme was the use of a "streamlined" automobile plan which provides lower rates and more selling time for the agent. He said two surveys show that two out of three people choose their automobile insurer on price as the motivating factor. The buyer wants quality and service and an independent, unprejudiced local advisor, but he will not pay a great deal of extra for them.

At the same time, the agent needs a system which will release time for selling. Agent after agent, Mr. Daenzer said, has complained of having reached the saturation point and becoming bogged down with detail on personal lines so there is not adequate time to do the right job for commercial clients.

Mr. Daenzer reviewed the principal features of "a streamlined automobile plan which has been enthusiastically adopted by a great number of agents." After the agent sells a policy under this plan, he fills out the application, rates it, collects the premium, mails the application to the company and files his agency copy. Renewals are billed direct, at the agent's option (a practice he said is requested by 70% of the participating agents). The commission is 15%, but Mr. Daenzer said that this has to be balanced against the reduction in detail which even on the same volume of business, if maximum efficiencies of the plan are adopted, allows approximately the same take-home pay. "Actually, however, aggressive use of the plan produces so much additional business that the take-home pay will begin to spiral from year to year."

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Such a plan, Mr. Daenzer explained, demanding cash with the application, eliminates free insurance and the extra expense of issuing unnecessary policies and allows the agent more time to sell. The direct renewal bill is similar to that of a life insurance notice and just as effective, he added. There is a lapse ratio of only 2% in these plans compared to the 20% or higher under the "old method."

Mr. Daenzer said there is "a mistaken idea that collecting the premium (by the agent) is a 'service' to the client. Actually, it is the worst time in the world to go to a customer with an offer of service in one hand and a bill in the other. . . . The company can do a much more effective and less costly job of collecting and bookkeeping. They can thereby release the independent agent to his highest skill."

Applications under the plan are signed by the insured, a practice employed by the non-agency companies for correct rating and more careful underwriting and sales advantages. The customer actually feels more certain that the coverage is bound and that he

(CONTINUED ON PAGE 34)

Security-Connecticut Opens Branch Office for Nebraska in Omaha

Security-Connecticut group has opened a branch office for Nebraska at 1710 Douglas street in Omaha. B. O. Robinson, state agent in Nebraska for 26 years, is resident manager.

The new office will provide service on all classes—fire, inland marine, auto physical damage, auto liability, general liability, compensation, burglary, plate glass and fidelity and surety.

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EDITORIAL COMMENT

Cool Air of Reason Blows Toward FTC

The opinion of federal appeals court in the Fireman's Fund-Federal Trade Commission case arrives like a breath of fresh air in a room stuffy with the assumptions, presumptions and arrogations by FTC. It is a relief to hear the court, in authoritative and reasonable tones, pose the FTC with the large and elementary issue of jurisdiction, which it has been so lightly brushing aside ever since it started to flail its way into the A&S business with energy and abandon. There is also some remarkably clear and precise applications of legal principles to the arguments of FTC with respect to the so-called "shotgun" subpoena served on President James F. Crafts of Fireman's Fund.

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The appeals court points out that the FTC actually imposed on the district court, which upheld its contentions, a limitation to the jurisdiction of that court. FTC urged the court to accept its interpretation of its own powers for the purpose of making the investigation. The appeals court rejected this limitation upon the jurisdiction of the trial court. The appeals court points out:

"It cannot be too often reiterated that the attempt to enforce an administrative subpoena initiates a case or controversy. All questions relating to jurisdiction of the court, authority of the administrative body, reasonableness of the demand under all these circumstances, with regard for due process and protection of individual rights, and relevancy of the testimony of documents are justiciable."

Congress has the power to exclude such action as that of FTC, and if FTC is precluded from jurisdiction, it would have no power to act, and the court would be bound to declare so, the high court made clear.

The appeals court then quotes the McCarran act and points out that in the face of this statute, FTC decided by a vote of three to two that it has a broad and uncontrolled power to regulate the insurance business.

The appeals court then states that the power of FTC to act at all is based upon the exception contained in a proviso of the McCarran act. The distinct purpose of Congress, emphatically set out in the act, was to abandon the field of regulation to the states, where the power traditionally lay. Judicial knowledge may be taken of the fact that, in view of the responsibility which lay on the individual states to regulate this business when by hypothesis there could be no federal regulation, the field was well covered both in the states of origins of the corporations and in the states of dissemination of advertising and of written policies.

In the time zone which Congress deliberately created for the purpose, the appellate court goes on state legislation to fill lacunae in regulation was widely enacted, as was the intention. A major portion controls the corporation in the place of its incorporation or where it has its principal place of business. But it must not be forgotten that many states scrupulously control the media of dissemination of policies, such as brokers, agents and advertising of foreign corporations engaged in the insurance business within the territorial jursdiction thereof. In initiating a scheme of regulation of strictly interstate negotiation and sale of insurance policies, it might have been well for FTC to establish as to two different states what the limits of such business are.

There was no examination by the district court of the relevancy and pertinence of the testimony and documents demanded to any matter into which the FTC was empowered by state to inquire.

"This court is of the opinion that the subpoena was so broad on its face and the implications of the complaint upon which it was based are so far reaching that it would have been almost impossible to frame appropriate phrases of limitation. If the subpoena be enforced without regard to the revelancy of the testimony sought to the areas over which the commission has established jurisdiction, the ruling would not only be unfair to the company, but could be quoted as a precedent for an unlimited authority for investigation and discovery in the field of insurance, whether intrastate or interstate. The agency could have limited the subpoena itself so as to have raised the question of its power by particularizing the demand. If the demand had been confined to records revelant to interstate commerce with another single state such as Montana, where there is probably the least regulation of advertising by a foreign corporation in the insurance area, a much closer question would have been presented. But decisions as to relevance as well as those as to reasonable or arbitrary exercise of power must have bases in facts."

The appeals court said the district court had jurisdiction to decide and is required to decide whether the statutes have withdrawn the power from FTC to regulate insurance.

Thus, the appeals court tells FTC that it is not entitled to make its own rules. Its power is subject to higher—and what seems to be clearer—authority. Whether the court is stating here that there is a question of FTC being in this area at all, it sounds reasonably certain that the court is saying that FTC may well not be long in any state which is doing a good job of regulating A&S.—Kenneth O. Force

PERSONALS

John A. Diemand, president of North America, is vice-chairman of the insurance committee of President Eisenhower's people-to-people partnership program for better intenational relations.

Walter B. Savage, special agent at the head office of Standard Fire of Trenton, has a clown fire prevention skit which he is giving to school children. He is president of the Trenton Clown Club which entertains children in the area.

Ben H. Mitchell, president of Texas Employers, has been named chairman of the mutual fire and casualty insurance division of National Fund for Medical Education.

DEATHS

GEORGE GOSSIP, 84, agent at White Plains, N. Y., died at his home there after a long illness. At one time he had been with Travelers and Aetna Life group in the west and midwest.

A. FLEMING KIMBALL, 69, former Norfolk manager of North America Assurance Society of Virginia, died in a hospital there. Prior to 1940 he represented Confederation Life of Toronto in Shanghai.

HARRY HARRISON, 79, past president and chairman of Worcester Mutual Fire, died in St. Petersburg, Fla.

GLENN S. BLOUNT, 70, former secretary of Western Mutual of Des Moines, died in Des Moines General hospital of a heart ailment. He had been ill for four years and recently underwent surgery. He was with Western Mutual for 25 years, serving as secretary for 15 years before his retirement three years ago.

ALBERT G. SMITH, 78, treasurer of Albert G. Smith & Son, local agency in Brockton, Mass., died there. He was the father of the agency's president, Graham Smith, a past president of Massachusetts Assn. of Insurance Agents, and the twin brother of Fred B. Smith of Haverhill, also a past president of the association.

HAROLD L. STIPP, 44, partner in the Morse & Stipp insurance agency at Council Bluffs, died after suffering a heart attack. His partner in the insurance agency, Leon A. Morse, is a former president of Iowa Assn. of Insurance agents.

FRANK C. McALPINE, 76, Miami, Fla. local agent, died there.

WARREN H. BROWN, of the Warren H. Brown agency in Rutland, Vt., died there.

PRESTON T. KELSEY, 89, who retired as U. S. manager of Sun in 1928, died at his home in Montclair, N. J. He was one of the three Kelsey brothers who occupied prominent insurance positions for more than 30 years.

Preston Kelsey entered insurance in 1891 with the D. W. Burrows & Co. agency of Chicago. He was named Illinois state agent and adjuster for Hanover in 1894, and three years later went with L. & L. & G. in Indiana and western Ohio. He retired from field work in 1899 to become vice-president and manager of Marion Trust Co. of Indianapolis, which conducted an insurance department. In 1904 he was appointed assistant manager in the western department of Sun, becoming western manager in

1913 and U. S. manager in 1919. He was elected president of Patriotic in 1922, and retired in 1927 at the age of 59.

A son, Preston H. Kelsey, is vice-chairman of Marsh & McLennan and is president of Marsh & LcLennan-Cosgrove & Co. at San Francisco.

Mr. Kelsey's brothers, now dead, Horatio Nelson and Joseph A., also had distinguished insurance careers. Horatio Nelson Kelsey resigned in 1931 as chairman of Underwriters Trust Co. of New York after having served as U. S. manager of Hamburg-Bremen Fire, U. S. manager of London & Scottish and deputy U. S. manager and attorney for Northern of London. Joseph A. Kelsey organized the western department of Aachen & Munich and later was U. S. manager, and then was general agent for Tokio F. & M., which reinsured Aachen & Munich, and was president of Standard of New York, an associated company of the Tokio. Horatio Nelson Kelsey and Preston T. Kelsey were presidents of the old Fire Underwriters Assn. of the Northwest, Horatio in 1908 and Preston in 1918.

FLOYD N. DULL, 73, of Rutherford, N. J., for many years an insurance executive and in recent years in the securities business, died. He started in insurance in 1912 as a special agent at Detroit for Travelers. He went to Cleveland as special representative in 1914 and later that year was made assistant manager at New York, becoming manager in 1921. Two years later he became resident vice-president and manager in New York for Commercial Casualty. In 1930 he became vice-president in charge of the eastern department of Continental Casualty. In 1947 Mr. Dull was selected by the Reconstruction Finance Corp. and the New York department to become president of Preferred Accident in an endeavor to rehabilitate the company. Mr. Dull's son-in-law, Charles P. Woods, is sales director of the National Underwriter Co.


Floyd N. Dull

CHARLES G. TAYLOR, a partner in Taylor-Palmer, local agents in Bradford, Vt., and a past president of Vermont Assn. of Insurance Agents, died in Sarasota, Fla.

EVERT A. KEMP, 68, Bellevue, local agent, died. In 1923 he formed the Kemp agency which he operated until his death.

J. HORTON IJAMS, 72, who was with the financial department of Continental for 17 years preceding his retirement in 1954, died at his home in New York city after a stroke.

CHESTER E. JOHNSON, retired national board special agent in Alabama, died in Montgomery. He was with the board from 1927 to 1950.

JOSEPH A. RIORDAN, 90, local agent at Harrison N. J., for 70 years, died in St. Michael's hospital, Newark. He served in the state legislature 1905-07.

CATHERINE MASON, 57, wife of James Mason, a partner in Flynn, Harrison & Conroy, New York insurance brokers, died in Parsons hospital in Flushing, N. Y.

Testify Lack of Cover Is not Delaying Atomic Power Developments

WASHINGTON—During hearings on atomic energy program and prospects, Sen. Anderson, vice-chairman of the joint committee on atomic energy, brought out from witnesses for Pennsylvania Power & Light and Westinghouse Electric Corp. that their plans for a power reactor are not being held up by lack of an insurance or indemnity program.

Another witness, Andrew J. Biemiller, counsel for AFL-CIO, testified that only two states have adequate workmen's compensation laws for protection from radiation hazards—New York and California. WC laws in 10 states do not recognize radiation hazards as compensable, he said, but attention is being given to this matter in legislatures of six states now in session.

Charge Auto Club Helps Solicit Member Coverage

Greater New York Insurance Brokers' Assn. has filed statements with Superintendent Leffert Holz and Attorney General Lefkowitz charging that Automobile Club of New York has resumed its practice of actively helping A.C.N.Y. Agency Co. of New York obtain insurance leads by supplying the names of new members.

Following an investigation into the operations of both groups, the attorney general last fall ordered the agency to disassociate itself from the club.

Mortimer L. Nathanson, president, said the brokers are in possession of mailing pieces from A.C.N.Y. Agency Co. which point up the special relationship between it and the club. Solicitation letters are sent new members whose names presumably are supplied by the club, he charged.

Formal complaints filed by brokers' counsel, C. Joseph Danahy, allege that the club is a membership organization and that it violates its charter by using its membership lists for business purposes beyond the scope of its stated objectives. The complaints further allege that the cooperation of both organizations constitute unfair competition and violate the New York general business law as well as the insurance law.

Chicago CPCUs to Hear Davis on Tax Problems

Chicago chapter of CPCU will hear Charles W. Davis discuss "Sharing Insurance Proceeds with the Tax Collector" at its March meeting. Mr. Davis was formerly chief counsel of the bureau of internal revenue and is now a member of a Chicago law firm.

Dealers National in New Home

Officers, directors and stockholders of Dealers National of Dallas were host last week to employes and the public at an open house party in the new home office building.

The 1956 statement of Dealers National shows an underwriting profit. The company specializes in enterprises linked with the liquified petroleum gas and gasoline industry and physical damage coverage on private passenger automobiles.

Kemper Group Shows Underwriting Gain of $21 Million for '56

The five companies in the Kemper group showed an underwriting gain of $21,604,237 in 1956, before taxes and dividends to policyholders, James S. Kemper, chairman, reported.

Investment earnings amounted to $6,979,531, making a total gain of $28,583,768 for the group—Lumbermens Mutual Casualty, American Motorists, American Manufacturers Mutual, Federal Mutual and American Farmers Mutual.

More than $20 million was returned to policyholders in dividends. The balance, after federal income taxes, was added to surplus and voluntary reserves.

Combined net premium income for 1956 rose to nearly $175 million, up almost $10 million over 1955.

"Proud as we are of our record in a year when the insurance industry encountered more than its normal share of problems," Mr. Kemper said, "we are faced with the indisputable fact that our showing and that of the insurance business as a whole would have been better had it not been for our country's current inflationary trend."

Conn. Agents Favor Bills to Control "Group" Cover, Ban Giveaway Insurance

Connecticut Assn. of Insurance Agents is supporting several pieces of legislation, including one to amend the present law governing applications for insurance licenses to state "that the applicant intends to hold himself out to the public and in good faith carry on the business of an insurance agent or broker."

The agents also favor regulation of the use of special rating plans for group insurance on groups not having common ownership, prohibitions of free or cut rate insurance used to induce the sale of something besides insurance, and an Ohio type bill to prohibit licensing as agents of those engaged in selling personal property on a finance basis.

The agents are opposed to the compulsory auto bill for drivers under 21, the compulsory bill that resembles the law in New York, and the equal responsibility bill, which includes an impoundment feature.

Department legislation includes a bill to govern the sale of certain coverages usually sold as a package in connection with the sale of motor vehicles, and a bill clarifying what constitutes misleading advertising of A&S. The agents are supporting these two.

The agents' association has retained Lester M. Shea to represent it in Hartford during the legislative session. Mr. Shea is a local agent at Willimantic and past chairman of the agents' legislative committee.

2,224 Firemen Assemble for Memphis Conference

Loren S. Bush, chief engineer of Pacific Board, presented a detailed account of southern California's Malibu Beach forest fire last December to 2,224 firemen attending the annual Fire Department Instructors Conference in Memphis.

Stressing the importance of training in fire fighting operations, Mr. Bush cited the actions of Los Angeles county fire department, aided by a state wide mutual aid system, in containing the fire, which burned for three days and covered more than 37,000 acres. Out of 1,540 homes in the area, only 84 burned, and more than 400 of those saved were located in regions where water was not available.

"Most remarkable," he commented, "is the record of only one life lost in the entire disaster," an auto accident only indirectly caused by the fire. Quoting Chief Klinger of the Los Angeles department, Mr. Bush concluded, "The Malibu fires demonstrated the importance of training. Training of my men and those who came to help was the reason we did not lose a man."

Chester I. Babcock, National Fire Protection Assn., listed the four basic fire safety principles in analyzing large 1956 fire losses. Neglect of the first, prompt fire detection, shows up repeatedly as an important contributing factor in large fire losses, he said, stating that delayed discovery occurs in half of all large manufacturing plant fires, four-fifths of large mercantile and warehouse fires, and 11 out of 12 school fires.

Prompt alarm transmission once a fire is discovered is the second principle that must be emphasized by managements to watchmen and employes, Mr. Babcock continued. "A third fundamental often neglected is provision for strong facilities of fire control, both manual and automatic." He revealed that the most serious building fires in 1956 were located in areas without public protection, many in small towns where adequate fire fighting apparatus cannot be maintained.

Failure to subdivide areas to contain fire outbreaks, the fourth principle, has contributed to 75% of large loss building fires in recent years, Mr. Babcock concluded. Areas should be limited to the size absolutely necessary, and, if necessarily large, additional stress must be put on facilities for prompt fire detection and control, he recommended.

Over a 30-year period, automatic sprinklers have an efficiency record 96.2%, Raymond J. Casey, executive director of National Automatic Sprinkler & Fire Control Assn., reported. To eliminate the 3.8% in which sprinklers did not perform satisfactorily, he urged fire departments to learn where control valves and connections are located when inspecting buildings, since closed valves account for a large amount of the unsatisfactory operation. Also, building owners and tenants should be educated to the importance of leaving sprinkler valves open at all times.

Mr. Casey recommended that cities adopt a basement sprinkler ordinance requiring automatic sprinkler protection in basements of merchantile and manufacturing occupancies. He urged that more buildings be equipped with sprinklers.

Give Office Operation Hints at N. J. Midyear

New techniques and ways to do old jobs in the agency office and thus conserve more of the premium dollar for profit were outlined at New Jersey Assn. of Insurance Agents midyear meeting in Asbury Park last week by Guy Fergason, head of Fergason Personnel, Chicago insurance employment counselor, agency broker and office management expert.

In a talk titled "Office Short Cuts for Agencies," Mr. Fergason told his audience that "if we were to accomplish nothing more at this session than to awaken a genuine interest in work simplification, refute the idea that your business is different from others in respect to clerical detail, and create a real curiosity in what other companies are doing, it is my opinion that the time will have been well spent."

Directing his remarks to techniques, he characterized bottlenecks, delays and failures as symptoms of poor methods. "If management will find out why these delays occur rather than accept them as the inevitable aspect of volume variations, some startling accomplishments in work simplification can be produced." If we will take advantage of every opportunity to study our methods, using the "prosaic crisis" as an excuse for further "survey and analysis," he added, bottlenecks will disappear.

Among the short cuts he prescribed were: the elimination of copying wherever and whenever possible, the balancing of man-hours to work load by reducing operational time and motion, arrangement of office furniture and equipment in terms of work flow to eliminate unnecessary movement and conserve space, flexibility through training office personnel, and the elimination of private offices as a means of expediting work flow and increasing daily volume.

To save space and expense, he advocated microfilming records for storage, the use of five or six drawer files rather than the widely accepted four drawer files, the use of ligher weight paper and envelopes, electric typewriters for high volume and multiple copy work, mechanical dictation and transcription devices, and a standardizing of kind, size, type and grade of equipment and office supplies.

As one source of saving money, he mentioned the use of window envelopes. "About 10% of the typing load for average business correspondence can be eliminated," he said, "by taking advantage of the name and address which is always typed in the letter and thereby can be used, by standard fold, so as to synchronize with the window in the envelope." He noted that the average cost of typing a separate envelope is 5 cents.

A trick for reducing bulk and increasing filing space was to use the reverse side of incoming correspondence for the carbon of the reply. This keeps both together in one place, on one piece of paper, for quick and ready reference.

Other short cuts offered included placing filing cabinets close to the point of use, the use of form letters and form paragraphs for repetitive correspondence, and an audit of overtime. "Check overtime pay," he said, "and determine if it is necessary." Many a hidden salary increase is unofficially buried in overtime pay for non-exempt employes. Continous overtime is a symptom of either poor methods, lack of work application, or imbalance of workload and man-hours, or it may be a combination of all three. In any event, he added, "it is a costly way of attaining a questionable increase in production—even for the boss."

Concluding his talk with a discussion of management control areas, Mr. Fergason said that every position in the office should be studied in order to determine what each employe does. If to the job analysis is added the factor of time so that each employe explains what they do and how much time is spent doing it—the result will be a work distribution analysis. When work is unfairly and indefinitely assigned, employes have a tendency to shift responsibility to others. Nothing produces a lowering of morale as much as when a couple of employes get by without carrying their fair share of the work load.

To conserve time and money, he said further, "compute the cost of writing a policy, a letter, turning out a report, and maintaining a record. It is my observation that much of the carelessness toward expense abuse springs from lack of information. If it is known that it costs from 50 to 80 cents to write a letter, there is a better chance of controlling letter writing activities. If it is known that it costs $1.50, $2 or even $3 to write an invoice, policy or other form, alternate ways may be developed to reduce the cost.

"Management must furnish the incentive as well as the example for the organization," he said in summing up. "If management demonstrates little if any interest in or concern for expenses, efficiency, and productivity, is there any reason for the employes to become interested? If management doesn't set the example of punctuality, regularity of attendance, and work application, office personnel in small offices take their cue from management and become lackadaisical in their efforts.

"Management should reward efficiency, correct instances of misapplication and dismiss those who are unable to meet reasonable standards—if they do not, mediocrity becomes the standard for gauging productive efforts."

N. H. Agents Assn. Sets Program for Midyear Meeting

New Hampshire Assn. of Insurance Agents has completed organizing the program of the midyear meeting to be held in Manchester, April 4.

Following the opening report on association activities by President Seth A. Lamson of New London, Warren A. Bodwell of the Lockwood-Bodwell agency in Manchester will discuss the value to independent agents of tying in with the current National Board countrywide advertising campaign. Frank Whaland of the Archie Slawsby agency in Nashua will speak on the commercial block policy.

In connection with the meeting, Insurance Women's League will conduct a panel on office problems and management.

FIELD

Buffalo Appoints Two Eastern State Agents

Buffalo has appointed two new state agents—Robert S. Bush in western Pennsylvania and West Virginia, and Ronald B. Yates in eastern Pennsylvania, Maryland, Delaware, and District of Columbia.

Recently engaged as a fire engineer, Mr. Bush has been in the business since 1950. He will make his headquarters in Pittsburgh. Mr. Yates has been an underwriter and in sales in New York, New Jersey and Pennsylvania. He will be in charge of the office at 273 Montgomery avenue in Cynwyd, Pa.

Fireman's Fund Names Thorne in N. C. Hail Post

James D. Thorne has been named by Fireman's Fund group as special agent for the hail department in North Carolina. He will assist M. C. Gardner, hail supervisor, and have headquarters at Raleigh. Mr. Thorne has been in educational work in North Carolina since 1949, and during the summer months has been adjusting hail losses for Crop Hail Adjustment Bureau.

South Jersey Field Club Elects Officers

Insurance Field Club of South Jersey at its meeting in Camden elected R. W. Nelson of National of Hartford Fire group president, Marshall R. Markoe of Aetna Fire group vice-president, Harry C. Wolfe of Great American group secretary, and Raymond D. Houlihan Jr. of Aetna Casualty treasurer.

State Agent H. A. Thompson of Fireman's Fund group, and Special Agents Theodore K. Glenn of Ohio Casualty and Russell Daley of Camden Fire were elected to the executive committee.

Two Are Transferred by Phoenix of Hartford

Phoenix of Hartford group has transferred State Agent William E. Evans from the Oklahoma to the Mississippi district office at Jackson and Special Agent William H. Lampe from Buffalo to Cleveland.

Mr. Evans has been with the group since 1925, Mr. Lampe since 1952.

Fund Group Names Sawyer Marine Special in N. M.

Fund insurance group has appointed Alan H. Sawyer marine special agent for New Mexico. He will have headquarters at Albuquerque.

Hartford A. & I. Names Special Agent in Vt.

Hartford Accident has appointed David A. Comfort a special agent in Vermont, with headquarters in the office in Barre. He has been with the company since 1955, and has completed training in the home office and at the company training center.

Flach Made State Agent

Agricultural and Empire State have promoted Joseph L. Flach to state agent in Connecticut, where he has been located.

To Inspect Vero Beach, Florida

Florida Fieldmen's Assn. will inspect Vero Beach March 21, following the monthly meeting March 20. The inspection is sponsored by Indian River Assn. of Stock Insurance Agents.

Wolverine Names 4, Opens New Ind. Service Office

Wolverine has opened a new area service office in Bedford, Ind., and has appointed Jack Henthorn field man for southern Indiana. Mr. Henthorn has been with Fireman's Fund group in Indianapolis. H. T. Pemberton, formerly at the Warsaw, Ind., office, has been appointed claims manager in Bedford.

Replacing Mr. Pemberton in Warsaw is James Miller, transferred from Dayton, O.; William Chandler, transferring from the Lebanon, Ind., office, will be area claims manager in Dayton.

Aetna Fire Group Shifts Three Special Agents

Aetna Fire group has transferred special agents Arthur G. Kureczka from Rochester to Hartford, Allen R. Ross from Albany to Rochester and Frederick T. Minton from Baltimore to Albany.

Mr. Kureczka has been with the group since 1948, Mr. Ross since 1954, and Mr. Minton joined since 1952. They are graduates of the group's multiple line training school.

N.D. Pond Initiates Seven At Midyear in Moorehead

North Dakota Peace Garden Pond of Blue Goose held its semi-annual initiation meeting and ladies' party at Moorehead, Minn. Seven goslings were initiated. Grand Supervisor R. L. Fenerty of Calgary, Alberta, was guest speaker.

Inspect Mogadore, Ohio

With Bruce Jackson, Great American, and Joseph Greenwood, New York Underwriters, as co-chairmen, and the assistance of 14 field men, Mogadore, O., was inspected recently by Ohio Fire Prevention Assn. The number of inspections made was 57, with 188 recommendations. Two addresses were made to 605 students, at which films were shown.

STOCKS

By H. W. Cornelius Bacon, Whipple & Co.
135 S. LaSalle St., Chicago, March 13, 1957

	Bid	Asked
Aetna Casualty	122½	125
Aetna Fire	69	70
Aetna Life	177	180
Agricultural	29½	30½
American Equitable	33½	34½
American (N.J.)	27¼	28¼
American Motorists	10¾	11½
American Surety	17	18
Boston	34½	35½
Camden Fire	27¾	28¾
Continental Casualty	78½	80
Crum & Forster com.	57	60
Federal	35½	36½
Fire Association	44	45
Fireman's Fund	54½	56
Firemen's (N.J.)	34	35
General Reinsurance	47	48
Glens Falls	32½	33½
Globe & Republic	17¼	18¼
Great America Fire	37	38
Hartford Fire	158	162
Hanover Fire	39	40½
Home (N.Y.)	41½	42½
Ins. Co. of No. America	94½	95½
Maryland Casualty	34½	35½
Mass. Bonding	29¾	30¾
National Casualty	63	Bid
National Fire	73	76
National Union	38	39
New Amsterdam Cas.	44½	45½
New Hampshire	36½	38
North River	34½	35½
Ohio Casualty	23	25
Phoenix Conn.	73¾	75
Prov. Wash.	22½	23
St. Paul F. & M.	51½	53
Security, Conn.	34	35½
Springfield F. & M.	45	46½
Standard Accident	52	54
Travelers	75¼	76¼
U. S. F. & G.	66½	67½
U. S. Fire	23½	24½

A & S

Mich. CIO Plans Health Service with Diagnosis Clinic

LANSING—Insurance observers are watching closely developments in an incipient rivalry between Blue-Cross-Blue Shield and a newly formed union-sponsored hospital-medical service plan not yet actually in operation. The latter, backed by powerful elements in the CIO around the Detroit area, has adopted the name Community Health Assn. and has announced its objectives to be not only provision of hospital service but a clinical medical service designed to obtain early diagnosis of ailments, thus heading off expensive hospitalization.

Drs. Fernald Foster, president of Michigan Medical Service (Blue Shield) and Arch Walls, vice-president, addressed Detroit Economic Club during the past week and outlined steps their organization plans to broaden its service.

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Dr. Foster said Blue Shield has plans afoot to meet demands for a more comprehensive health program. He said a definite outline of the new service would be announced within six months. He said his organization, however, "has no business in the insurance field as some groups advocate." Drs. Foster and Walls criticized the union efforts to "push government into provision of medical services." They said there is no professional service that Blue Shield cannot provide but that extended service would mean higher costs. Dr. Walls specifically declared his organization has no intention of "fighting" the new union-backed health plan which apparently will seek to have the entire premium burden borne by employers. He said the CHA plan will inevitably lead to "confusion and headaches."

Form Southwestern Mich. A&H Assn. of Battle Creek

BATTLE CREEK—Southwestern Michigan A&H Assn. was formed here last week at an organization session attended by some 45 agents. Roy G. Mathews, Federal Life & Casualty, was named the first president. Other officers are: Vice-president, Jack Follett, Monarch Life, Kalamazoo; treasurer, Duane Burnham, Metropolitan Life, Kalamazoo.

James Cooper, president of Michigan A&H Assn., with which the new organization is affiliated, and S. Horman, vice-president of Time, were other speakers.

Insurograph Division Sold by Skyland to Life Companies Inc.

Skyland Life of Charlotte, N. C. has sold its Insurograph division for $4 million to Life Companies Inc. of Richmond, Va. A considerable part of the proceeds will be used to finance a more rapid expansion in the life insurance business. Tentative plans call for entering Tennessee and Virginia this year. The company now operates in North and South Carolina, Georgia, Alabama, Florida and Mississippi.

The Insurograph division distributes air travel insurance policies over the counter and through vending machines at airports. President Waldo C. Cheek of Skyline said the sale of the Insurograph division has no relation to the company's growth from $10 million in force in 1953 to $41 million last year, the volume having been built entirely from income from the division.

Part of A&S Program of LIAMA Is Ready

The keynote of LIAMA's A&S conference April 15-17 at the Edgewater Beach hotel in Chicago is the responsibility and challenge confronting top management when the company offers both A&S and life. S. E. McCreless, president of American Hospital & Life, opening speaker, will treat this topic.

John P. Meehan, Boston manager of Mutual of New York, will discuss the value of being able to offer a recruit A&S, as respects the recruit's income, financing, and long-run success.

Stuart C. Ferris and Kenneth L. Hobbs, LIAMA staff representatives, will enact how to present the career in a company selling both life and A&S.

William B. Stannard, vice-president of Occidental Life, and president of LIAMA, will bring greetings.

An evening session will feature a forum on trends in new A&S coverages with W. G. Alpaugh Jr., president of Inter-Ocean, as moderator. Participants will be Wilbur W. Hartshorn, superintendent of agencies of Metropolitan Life; H. Stanley Marmaduke, assistant vice-president of Atlantic Life; and Jack E. Rawles, 2nd vice-president of Lincoln National. They will consider recently developed "paid-up" A&S policies, the new overhead expense policies, and deductibles in major medical and hospital.

Ind. Assembly Sets Up Group to Investigate A&S

The so-called "Blue Cross investigation bill" that had previously been adopted by the Indiana senate unanimously, last week was adopted by the house without dissenting vote.

The bill (actually, a joint resolution) establishes a special, non-partisan, joint house-senate committee to "conduct a study of the operations of all companies or associations or others engaged in the business of providing hospilalization or prepaid hospital expense plans."

The resolution itself does not specifically mention Blue Cross, but it was introduced by Sen. J. Russell Townsend, who had been previously quoted following an announcement of Blue Cross rate hikes in the state as saying that "perhaps the whole situation needs investigating." As a result, the resolution has been tagged in the press as a "Blue Cross probe."

The investigation resolution calls for the special committee to file a report with the legislative advisory commission on or before Sept. 15, 1958, for transmission to the next session of the biennial assembly, which will open Jan. 1959.

Texas A&S Assn. Elects; Austin Local Reorganizes

Texas Assn. of A&H Underwriters has elected Herman Andrew, Business Men's Assurance, president; W. A. Borden, American Hospital & Life, and Glenn Brooks, Southland Life, vice-presidents, and O. D. Harlan, National Travelers, secretary.

Directors and officers of the state association attended a reorganization meeting of Austin A&H Underwriters Assn. Ralph Keller, American General Life, was elected president of the Austin local, and John Scheppel, American Hospital & Life, secretary-treasurer.

L. I. Casualty Formed

Long Island Casualty, an A&S company, has been incorporated. Its authorized capital is $50,000, and it will maintain offices at Garden City, L.I. Counsel of the new firm is Roosevelt & Freidin, with which Franklin D. Roosevelt Jr. is connected.

1956 WC Premiums Hit $1¼ Billion, Up 5%, Leslie Reports

Countrywide workmen's compensation premiums in 1956 totaled $1¼ billion, an increase of about 5%, William Leslie Jr. states in his annual report as general manager of National Council on Compensation Insurance. Mr. Leslie has resigned this post to go with America Fore as actuary, and this was his last report in the council position.

Experience in the second half of 1956 improved over the first half, he stated. While 1956 will be a little higher than 1955, it will still be within the permissible loss and loss expense ratio of about 70%. For stock, non-participating companies, including the effect of revised premium discounts which have been reduced for risks qualifying under the premium discount plan, the figures show 72.8% of the premium goes for the direct benefit of employer and employes. Company operating expense is 7.9%, profit and contingencies 2.5%, commissions, brokerage and field supervision 14.3% and state taxes 2.5%.

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As a result of a reappraisal of expenses by size of risk, based on latest statistical data available, revised premium discounts were adopted during the year. These discounts for stock insurers are nothing for the first $1,000; they increase from 8.5 to 9% on the next $4,000 of premium; from 13.5 to 14% on the next $95,000 premium, and from 15 to 16.5% on premiums of more than $100,000. For non-stock insurers these figures are zero on the first $1,000, increase from 2.5 to 3% on the next $4,000, from 5.5 to 6% on the next $95,000 and from 7 to 8.5% on more than $100,000.

Acquisition, general administration, and audit expense for stock insurers was 24.5% for the first $1,000, 16% for the next $4,000, 11% for the next $95,000, and 9% for more than $100,000. For non-stock insurers these figures were 24.5%, 21.5%, 18.6% and 16.6%.

It is estimated that the countrywide effect of the rate adjustments made necessary by increases in benefits effected by legislatures in 1956 was 1.6%. Also, recognition was given to the substantially increased costs resulting from the 1956 amendments to the U. S. longshoremen's and harbor workers' compensation act.

The council's Interstate Compensation Rating Bureau promulgated about 25,000 individual interstate experience modifications during 1956, about 1,000 more than in 1955 and the smallest increase since the bureau began its operations a few years ago. This indicates that now there are few risks eligible for interstate experience rating which have not been directed to the bureau for rating purposes.

The council administers 21 workmen's compensation assigned risk plans. The number of risks afforded coverage under such plans continued to rise in 1956. The number of assigned risks for these jurisdictions and the estimated premiums starting in 1952 and continuing through 1956, are: 3,061 for $1,680,900; 4,582 for $3,591,900, 5,292 for $4,051,178; 5,270 for $4,264,658, and 5,381 for $4,367,080.

For 1954, latest year available, experience was 72.9% for loss and loss adjustment expense. The council also operates automobile assigned risk plans in 19 states, and in 1956 the number of applicants processed increased 13,500, or about 15%, over 1955. There were 96,717 risks that secured coverage under the plans in 1956.

In 1956, Mr. Leslie pointed out, the council undertook administration of the underground coal mine assigned risk pools which provide coverage for uninsured underground coal mine risks in Alabama, Kentucky, Tennessee and Virginia.

The report presents a table showing the rise in WC premium volume in those states under council jurisdiction from 1952 to 1955. All were increases except Arkansas, which decreased 3.5%, Nebraska, which decreased .6%, and Kentucky, which decreased 9.9%. For the other states involved the increases were: Connecticut 30.9%; District of Columbia .1%; Florida 43.1%; Indiana 12.7%; Kansas 15.1%; Maryland 30.5%; Missouri 24.4%; Oklahoma 18.4%; South Carolina 6.8%; Colorado 49%; New Mexico 138.8%; Utah 21%; Iowa 8.2%; South Dakota 11.2%; Alabama .9%; Georgia 49.6%; Louisiana 35.6%; Mississippi 11.2%, and Tennessee 21.1%. The over-all increase is 23.7% for the period.

In retrospective rating, plan D was broadened to permit automobile physical damage insurance to be combined with WC coverage.

A. F. James to Retire After 70 Years With Northwestern Natl.

Alfred F. James, chairman of Northwestern National since 1936 and a veteran of 70 years in the insurance business, will retire March 31.

Mr. James, who is 88, started with Northwestern National in 1887. He was with the company for several years and then went into the agency business, returning to Northwestern National in 1897.

Herman A. Schmidt, a vice-president of Northwestern National and with the company since 1898, also is retiring in the near future. He will continue as a director.

S. W. Weidenfeller, Arthur F. Hart and Carl A. Palm have been elected vice-presidents of Northwestern National and Northwestern National Casualty, and will continue in their other offices, Mr. Weidenfeller as secretary of Northwestern National, and Messrs. Palm and Hart as assistant secretary-treasurers.

D. Z. Reinertsen and John T. Salentine, assistant secretary-treasurers of Northwestern National Casualty, have been named also to the same positions with Northwestern National.

Alfred F. James is a second generation officer of Northwestern National. His father was made president of the company in 1887, and his son, Charles D. James, has been president since 1936. A fourth generation James, Charles D. Jr., also is with the company, but is not an officer.

Alfred F. James' father became president of Northwestern National upon the death of Alexander Mitchell, the founder. Mr. James Sr. had been an agent for the company at Chicago and impressed the management with his work in settling losses resulting from the Great Chicago fire of 1871.

Society of Insurance Brokers of San Francisco has moved its office to 465 California street.

Companies Report on 1956 Results

Surplus in the following company reports refers to surplus to policyholders.

Allied American Mutual, Boston—Assets, $15,935,798, incr., $1,110,141; loss res., $2,407,776; unearned prem., $4,642,852; capital, $500,000; surplus, $5,746,418, incr. $185,931.

	Premiums Earned $	Losses Incurred $
Fire	549,107	194,852
Extended coverage	262,951	46,636
Other allied lines	2,417	797
Homeowners mult. peril	90,193	46,706
Earthquake	12	....
Inland marine	81,344	26,911
Auto liability (BI)	1,194,754	929,996
Auto PDL	597,765	375,732
Auto phys. dam.	2,332,502	963,036
Aircraft PHD	772	....
Excess of loss	—4,134	6,811
Total	5,107,683	2,591,477

American & Foreign—Assets, $25,592,689, incr., $349,445; loss res., $5,879,831; unearned prem., $7,859,281; capital, $1,500,000; surplus, $10,320,092, incr., $19,768.

Fire	2,595,920	1,358,094
Extended coverage	755,034	376,237
Other allied lines	30,851	9,919
Homeowners mult. peril	105,193	60,667
Commercial mult. peril	3,676	3,318
Earthquake	9,130	125
Ocean marine	367,481	224,091
Inland marine	365,113	184,282
Accident	49,546	17,008
A&S	7,956	1,099
Hospital & medical	108,626	59,710
Group A&S	157,573	107,553
Workmen's comp.	1,126,992	629,394
Liability (not auto)	788,157	356,740
Auto liability (BI)	1,864,055	1,217,251
Auto PDL	887,816	461,978
Auto phys. dam.	822,904	426,391
Aircraft PHD	27,795	15,370
PDL (not auto)	174,162	53,054
Fidelity	94,542	19,128
Surety	93,933	39,178
Glass	73,186	34,370
Burglary, theft	201,611	80,649
Boiler, machinery	108,671	31,030
Total	10,819,936	5,766,646

American Central—Assets, $16,842,216, incr., $66,256; loss res., $1,171,978; unearned prem., $6,999,661; capital, $1,000,000; surplus, $8,279,196, incr., $29,166.

Fire	3,448,711	1,842,548
Extended coverage	1,134,798	591,472
Other allied	28,119	. 7,633
Homeowners mult. peril	92,429	53,833
Commercial mult. peril	641	16
Earthquake	6,429	....
Inland marine	776,143	415,959
Auto PDL	17,241	8,102
Auto phys. dam.	1,080,063	566,440
Glass	755	274
Burglary, theft	764	357
Boiler, machinery	37,170	13,193
Total	6,623,263	3,499,827

American Surety—Assets, $77,057,574, decr., $215,541; loss res., $20,717,946; unearned prem., $24,679,748; capital, $7,500,000; surplus, $24,543,469, decr., $647,537.

	Premiums Earned $	Losses Incurred $
Fire	288,200	193,912
Extended coverage	109,071	16,184
Other allied lines	929	4,262
Homeowners mult. peril	179,756	79,343
Earthquake	2,042	3
Ocean marine	170,529	122,167
Inland marine	777,972	449,171
Accident only (ind.)	18,088	1,600
A&S (individual)	241	23
Group A&S	55,704	20,796
Workmen's comp.	5,256,834	2,782,741
Liability (not auto)	4,547,703	1,590,068
Auto liability (BI)	8,583,992	5,058,207
Auto PDL	4,276,941	2,269,991
Auto phys. dam.	3,330,814	1,792,260
PDL (not auto)	1,040,674	333,598
Fidelity	3,717,831	644,345
Surety	5,097,002	2,402,268
Glass	467,613	205,935
Burglary, theft	1,231,916	419,320
Boiler, machinery	143	....
Total	39,154,004	18,386,300

Argonaut Exchange—Assets, $21,013,812, incr., $2,159,050; loss res., $11,818,564; unearned prem., $1,045,113; surplus, $3,286,131, incr., $508,191.

Workmen's comp.	16,742,620	8,946,218
Total	16,742,620	8,946,218

Argonaut Underwriters—Assets, $2,885,439, incr., $1,462,732; loss res., $1,495,013; unearned prem., $434,142; capital, $350,000; surplus, $603,783, decr., $155,049.

Group A&S	1,185,610	844,834
Workmen's comp.	1,642,201	1,416,239
Liability (not auto)	254,589	129,130
Auto liability (BI)	232,754	163,332
Auto PDL	128,879	116,389
Auto phys. dam.	151,599	92,062
PDL (not auto)	61,768	38,324
Total	3,657,403	2,800,314

Atlantic Mutual—Assets, $65,899,644, incr., $2,362,319; loss res., $13,320,524; unearned prem., $15,558,898; surplus, $27,186,643, decr., $478,044.

Fire	3,444,595	1,879,180
Extended coverage	1,170,349	620,925
Other allied lines	45,004	8,595
Homeowners mult. peril	752,322	442,188
Commercial mult peril	431,192	340,291
Earthquake	35,244	-328
Ocean marine	6,323,510	3,784,410
Inland marine	3,274,045	1,512,070
Accident	24,598	11,745
Hospital & medical	12	1
Group A&S	370,204	202,532
Workmen's comp.	1,550,360	892,591
Liability (not auto)	996,010	498,135
Auto liability (BI)	2,105,217	1,133,270
Auto PDL	642,704	297,964
Auto phys. dam.	659,189	246,190
Aircraft PHD	46,801	35,573
PDL (not auto)	86,745	58,850
Glass	53,325	20,741
Burglary, theft	106,036	31,044
Boiler, machinery	119	12
Fire all risk	53,560	36,013
Catastrophe cover	11,384	-5,400
Misc. reinsurance	176,520	54,818
Total	22,359,045	12,101,410

Bankers & Shippers—Assets, $21,890,557, incr., $752,283; loss res., $1,068,150; unearned prem.,

$9,710,388; capital, $1,500,000; surplus, $10,578,-076, incr., $181.202.

	Premiums Earned $	Losses Incurred $
Fire	3,106,048	1,537,450
Extended coverage	1,319,753	600,489
Other allied lines	23,972	-28,581
Homeowners mult. peril	287,227	142,342
Earthquake	11,406	221
Ocean marine	51,717	37,813
Inland marine	431,924	199,801
Accident	671	318
Workmen's comp.	5,320	2,602
Liability (not auto)	20,553	12,326
Auto liability (BI)	132,472	71,181
Auto PDL	69,174	47,894
Auto phys. dam.	3,168,773	1,762,450
Aircraft PHD	50,942	27,535
PDL (not auto)	8,202	2,017
Surety	11,755	5,236
Glass	2,618	933
Burglary, theft	7,683	2,939
Total	8,710,219	4,424,963

Benefit Assn. of Railway Employees—Assets, $20,308,864, incr., $1,608,453; loss res., $1,088,003; unearned prem., $5,088,005; surplus, $4,533,564, incr., $17,365.

	Premiums Earned $	Losses Incurred $
A&S (individual)	5,035,438	2,891,650
Hospital & medical	1,381,762	725,733
Group A&S	15,302,245	12,874,285
Total	21,719,446	16,491,674

Boston—Assets, $87,430,544, decr., $1,209,594; loss res., $11,023,938; unearned prem., $28,347,-120; capital, $5,000,000; surplus, $40,858,317, decr., $3,000,528.

	Premiums Earned $	Losses Incurred $
Fire	10,185,657	5,709,821
Extended coverage	3,358,028	1,640,375
Other allied	87,589	40,579
Homeowners mult. peril	512,055	341,005
Commercial mult. peril	190,252	295,502
Earthquake	44,949	164
Hail (growing crops)	147,994	147,141
Ocean marine	3,589,081	1,832,741
Inland marine	3,305,418	1,816,839
Accident	15,953	4,771
A&S	967	294
Hospital & medical	162,283	104,987
Group A&S	21,584	7,715
Workmen's comp.	1,433,447	750,587
Liability (not auto)	1,001,477	549,227
Auto liability (BI)	3,639,615	2,748,114
Auto PDL	1,751,479	1,019,161
Auto phys. dam.	3,631,498	1,983,732
Aircraft PHD	170,598	82,604
PDL (not auto)	153,378	87,447
Fidelity	70,706	61,572
Surety	97,258	69,280
Glass	105,569	58,348
Burglary, theft	283,437	129,541
Boiler, machinery	1,149	438
Total	33,961,421	19,482,085

British & Foreign Marine—Assets, $16,315,-811, incr., $171,374; loss res., $3,729,658; unearned prem., $4,985,994; statutory deposit $500,000; surplus, $6,672,045, incr., $4,740.

	Premiums Earned $	Losses Incurred $
Fire	1,647,411	861,866
Extended coverage	479,156	238,766
Other allied lines	19,578	6,295
Homeowners mult. peril	66,757	38,499
Commercial mult. peril	2,333	2,106
Earthquake	5,794	79
Ocean marine	229,038	141,018
Inland marine	231,158	116,957
Accident	31,443	10,792
A&S	5,049	697
Hospital & medical	68,936	37,893
Group A&S	99,998	68,254
Workmen's comp.	715,206	399,422
Liability (not auto)	500,176	226,393
Auto liability (BI)	1,182,958	772,488
Auto PDL	563,422	293,178
Auto phys. dam.	522,227	270,595
Aircraft PHD	17,639	9,753
PDL (not auto)	110,526	33,669
Fidelity	59,998	12,138
Surety	59,611	24,864
Glass	46,445	21,811
Burglary, theft	127,945	51,181
Boiler, machinery	68,964	19,693
Total	6,861,779	3,658,418

California Casualty Indemnity Exchange—Assets, $16,401,098, incr., $701,223; loss res., $4,304,001; unearned prem., $2,105,142; surplus, $6.285,753, incr., $224,306.

	Premiums Earned $	Losses Incurred $
Workmen's comp.	5,246,248	3,447,816
Liability (not auto)	104,306	-133
Auto liability (BI)	1,584,366	683,845
Auto PDL	700,282	311,922
Auto phys. dam.	1,176,003	621,155
PDL (not auto)	15,443	7,760
Homeowners mult. peril	78,358	42,914
Total	8,905,006	5,115,279

California Compensation & Fire—Assets, $11,559,691, decr., $303,889; loss res., $5,902,882; unearned prem., $2,038,046; capital, $753,265; surplus, $2,083,815; incr., $142,523.

	Premiums Earned $	Losses Incurred $
Fire	49,403	40,982
Extended coverage	7,115	5,916
Other allied lines	8	....
Homeowners mult. peril	9,593	2,239
Earthquake	424	....
Inland marine	891	230
Livestock	561	265
Workmen's comp.	4,089,445	1,806,221
Liability (not auto)	110,652	63,857

	Premiums Earned $	Losses Incurred $
Auto liability (BI)	1,404,537	844,760
Auto PDL	706,543	386,117
Auto phys. dam.	1,141,430	683,870
PDL (not auto)	69,218	22,153
Surety	90	....
Glass	13	....
Burglary, theft	7	300
Total	7,589,930	3,857,111

California State Automobile, San Francisco—Assets, $29,534,252; incr., $995,548; loss res., $7,583,164; unearned prem., $8,532,777; surplus, $10,690,006, incr., $792,107.

	Premiums Earned $	Losses Incurred $
Auto liability (BI)	8,013,163	3,963,543
Auto PDL	3,194,754	1,343,492
Auto phys. dam.	5,439,194	2,555,753
Total	16,647,111	7,862,788

Calvert Fire—Assets, $66,250,241, decr., $4,614,796; loss res., $3,244,139; unearned prem., $29,967,665; capital, $1,000,000; surplus $30,134,424, incr., $2,987,588.

	Premiums Earned $	Losses Incurred $
Auto phys. dam.	27,648,487	18,894,181
Total	27,648,487	18,894,181

Cavalier—Assets, $2,784,840, decr., $191,275; loss res., $117,217, unearned prem., $1,312,163; capital, $400,000; surplus, $1,211,221, incr., $134,208.

	Premiums Earned $	Losses Incurred $
Auto phys. dam.	1,159,746	715,309
Total	1,159,746	715,309

Centennial—Assets, $19,903,226, incr., $3,214,530; loss res., $4,440,174; unearned prem., $5,186,299; capital, $1,500,000; surplus, $6,463,846, incr., $1,616,084.

	Premiums Earned $	Losses Incurred $
Fire	1,153,728	640,479
Extended coverage	390,116	207,339
Other allied lines	15,001	2,990
Homeowners mult. peril	252,827	147,396
Commercial mult. peril	143,731	113,430
Earthquake	11,748	-209
Ocean marine	2,108,468	1,261,469
Inland marine	1,091,348	475,718
Accident	8,199	3,915
Hospital & medical	4	....
Group A&S	122,771	67,511
Workmen's comp.	516,787	297,530
Liability (not auto)	332,003	166,045
Auto liability (BI)	701,739	377,757
Auto PDL	214,235	99,321
Auto phys. dam.	219,730	82,063
Aircraft PHD	15,600	11,858
PDL (not auto)	28,915	19,617
Glass	17,775	6,914
Burglary, theft	35,345	10,348
Boiler, machinery	40	4
Fire all risk	17,853	12,093
Catastrophe cover	3,795	-1,864
Misc. reinsurance	58,840	18,273
Total	7,460,598	4,019,997

Central Mutual, Van Wert, O.—Assets, $45,943,184, incr., $2,378,993; loss res., $3,644,010; unearned prem., $24,069,839; surplus, $14,388,913, incr., $504,194.

	Premiums Earned $	Losses Incurred $
Fire	12,057,369	4,694,695
Extended coverage	4,455,955	1,807,064
Other allied lines	39,222	456
Homeowners mult. peril	784,613	347,168
Commercial mult. peril	3,033	3,062
Earthquake	99,459	401
Ocean marine	120,428	61,464
Inland marine	1,865,747	855,828
Liability (not auto)	59,118	14,914
Auto liability (BI)	327,756	124,043
Auto PDL	171,837	178,639
Auto phys. dam.	2,674,239	1,137,638
Aircraft PHD	5,827	-124
PDL (not auto)	3,187	1,184
Glass	156,365	71,817
Burglary, theft	203,694	118,428
Excess and catastrophe	-262,574	287,255
Total	22,765,281	9,703,940

Charter Oak Fire—Assets, $3,206,330, incr., $37,718; capital, $1,000,000; surplus, $3,181,862, incr., $38,451.

Commercial Union, England—Assets, $34,211,630, decr., $178,105; loss res., $3,504,712; unearned prem., $14,063,600; statutory deposit, $500,000; surplus, $14,400,702, decr., $703,288.

	Premiums Earned $	Losses Incurred $
Fire	6,490,096	3,465,642
Extended coverage	2,215,499	1,154,100
Other allied lines	56,219	14,974
Homeowners mult. peril	180,755	105,040
Commercial mult. peril	1,252	31
Earthquake	12,358	....
Ocean marine	1,251,966	718,310
Inland marine	1,826,431	818,474
Auto PDL	33,641	15,807
Auto phys. dam.	2,101,856	1,105,251
Aircraft PHD	292,195	199,304
Glass	1,501	533
Burglary, theft	1,496	697
Boiler, machinery	72,527	25,810
Total	14,537,791	7,623,973

Cosmopolitan Mutual—Assets, $23,479,218, incr., $2,593,851; loss res., $8,388,701; unearned prem., $5,738,567; surplus, $6,078,031, incr., $915,714.

	Premiums Earned $	Losses Incurred $
Fire	181,190	112,558
Extended coverage	34,084	2,604
Other allied lines	1,059	....
Homeowners mult. peril	1,573	1,842
Inland marine	19,734	4,926
Group A&S	286,542	394,243
Workmen's comp. (N.Y.)	4,904,693	2,418,833
Liability (not auto)	2,476,224	980,519
Auto liability (BI)	1,866,585	896,194
Auto PDL	613,594	224,579
Auto phs. dam.	142,229	105,021
PDL (not auto)	116,654	31,545
Glass	227,779	136,084
Burglary, theft	42,427	19,786
Auto medical pay	109,231	....
Workmen's comp (other).	412,547	281,011
Total	11,436,151	5,609,753

Erie Exchange—Assets, $8,815,109, incr., $227,050; loss res., $2,694,865; unearned prem., $3,034,542; surplus, $2,647,763, incr., $120,521.

	Premiums Earned $	Losses Incurred $
Fire	183,179	53,485
Extended coverage	69,420	46,134
Homeowners mult. peril	35,584	6,420
Inland marine	28,030	8,033
Liability (not auto)	116,543	20,622
Auto liability (BI)	2,461,053	1,253,678
Auto PDL	1,908,470	1,189,875
Auto phys. dam.	2,369,764	1,208,815
PDL (not auto)	18,937	2,558
Glass	3,067	1,661
Burglary, theft	8,700	2,010
Medical payments	482,837	245,064
Total	7,685,584	4,038,355

Farmers' Mutual Automobile, Madison, Wis.—Assets, $34,033,043, incr., $143,176; loss res., $9,887,603; unearned prem., $6,719,604; surplus, $12,290,368, decr., $838,575.

	Premiums Earned $	Losses Incurred $
Fire	688,733	344,049
Extended coverage	544,596	299,387
Other allied lines	1,677	....
Inland marine cargo	19,438	5,507
Accident	4,938	5,225
Group A&S	50,491	39,756
Liability (not auto)	395,988	235,083
Auto liability (BI)	8,238,347	7,266,663
Auto PDL	3,886,938	2,048,909
Auto phys. dam.	6,769,354	3,336,577
PDL (not auto)	75,426	50,456
Burglary, theft	74,719	28,885
Total	20,750,645	13,660,548

Freeport—Assets, $9,374,337, incr., $496,800; loss res., $1,833,226; unearned prem., $2,845,130; capital, $700,000; surplus, $3,960,099, incr., $172,847.

	Premiums Earned $	Losses Incurred $
Fire	49,025	22,772
Extended coverage	28,785	16,798
Other allied lines	6	....
Homeowners mult. peril	4,497	962
Liability (not auto)	156,879	57,192

	Premiums Earned $	Losses Incurred $
Auto liability (BI)	1,772,284	1,069,215
Auto PDL	1,223,296	572,831
Auto phys. dam.	2,194,352	982,433
PDL (not auto)	28,201	15,283
Glass	3,529	1,660
Auto medical	406,954	176,737
Other medical	36,322	32,738
Total	5,904,130	2,948,621

General Exchange—Assets, $196,252,368, decr., $14,864,469; loss res., $6,084,684; unearned prem., $123,333,066; capital, $4,000,000; surplus, $56,594,697, incr., $1,771,308.

Auto phys. dam.	136,971,825	78,114,435
Total	136,971,825	78,114,435

General Security—Assets, $18,432,884, incr., $527,896; loss res., $2,204,598; unearned prem., $8,420,013; capital, $1,000,000; surplus, $4,534,-459, decr., $548,457.

Fire	4,321,566	2,299,623
Extended coverage	1,327,142	488,550
Other allied lines	64,967	55,149
Homeowners mult. peril	156,084	58,875
Commercial mult. peril	22,724	26,663
Earthquake	56,732	2,119
Hail (growing crops)	139,796	107,130
Ocean marine	70,799	41,293
Inland marine	240,328	216,824
Accident	170,212	131,675
Workmen's comp.	6,929	....
Liability (not auto)	317,348	94,019
Auto liability (BI)	871,179	745,335
Auto PDL	440,297	338,706
Auto phys. dam.	1,093,188	748,136
PDL (not auto)	25,573	7,568
Fidelity	106,842	40,218
Surety	324,703	244,276
Glass	142	126
Burglary, theft	7,547	262
Total	9,764,107	5,646,029

Glens Falls—Assets, $151,584,431, incr., $54,-788,215; loss res., $33,286,574; unearned prem., $55,624,459; capital, $6,500,000; surplus, $51,-228,200, incr., $2,040,429.

Fire	15,920,134	8,019,512
Extended coverage	5,025,354	2,334,484
Other allied lines	104,038	51,684
Homeowners mult. peril	1,205,254	488,958
Commercial mult. peril	78,025	97,253
Earthquake	45,370	71
Hail (growing crops)	83,487	80,672
Ocean marine	4,412,235	3,241,126
Inland marine	4,224,361	2,371,043
Accident	569,600	165,077
Health	29,509	14,618
Group A&S	224,988	93,506
Workmen's comp.	5,082,456	2,453,121
Liability (not auto)	178,851	2,453,121
Auto liability (BI)	12,730,143	7,705,198
Auto PDL	5,997,823	3,341,602
Auto phys. dam.	7,826,942	4,351,184
Aircraft PHD	290,349	198,536
PDL (not auto)	959,632	419,046
Fidelity	514,280	128,048
Surety	2,003,817	921,101
Glass	473,646	199,268
Burglary, theft	1,046,254	425,993
Boiler, machinery	4,587	954
Total	74,025,152	39,347,574

Globe Indemnity—Assets, $79,552,717, incr., $1,120,896; loss res., $17,526,445; unearned prem., $23,426,703; capital, $2,500,000; surplus, $33,753,-000, incr., $151,031.

Fire	7,737,840	4,048,165
Extended coverage	2,250,584	1,121,479
Other allied lines	91,961	29,567
Homeowners mult. peril	313,557	180,833
Commercial mult. peril	10,960	9,893
Earthquake	27,216	375
Ocean marine	1,095,376	677,445
Inland marine	1,088,317	549,335
Accident	147,686	50,696
A&S	23,717	3,277
Hospital & medical	323,791	177,982
Group A&S	469,691	320,591
Workmen's comp.	3,359,305	1,876,075
Liability (not auto)	2,349,315	1,063,358
Auto liability (BI)	5,556,318	3,628,349
Auto PDL	2,646,376	1,377,051
Auto phys. dam.	2,452,888	1,270,972
Aircraft PHD	82,852	45,815
PDL (not auto)	519,138	158,144
Fidelity	281,810	57,016
Surety	279,995	116,782
Glass	218,151	102,446
Burglary, theft	600,957	240,397
Boiler, machinery	323,923	92,497
Total	32,251,734	17,198,552

Harleysville Mutual Casualty—Assets, $20,-963,207, incr., $1,416,138; loss res., $5,511,921; unearned prem., $6,183,890; surplus, $6,882,907, incr., $488,656.

Fire	5,112	4,506
Extended coverage	1,274	933
Homeowners mult. peril	1,082	61
Inland marine	2,696	516
Workmen's comp.	496,015	226,088
Liability (not auto)	426,459	86,419
Auto liability (BI)	7,209,646	3,868,958
Auto PDL	4,215,244	2,484,993
PDL (not auto)	100,351	61,463
Glass	39,271	17,760
Burglary, theft	50,359	19,420
Total	12,547,515	6,771,121

Harleysville Mutual—Assets, $6,910,611, incr., $449,039; loss res., $374,049; unearned prem., $2,328,842; surplus, $3,920,393, incr., $220,413.

	Premiums Earned $	Losses Incurred $
Fire	5,356	4,278
Extended coverage	1,335	875
Homeowners mult. peril	1,082	34
Inland marine	7,556	4,369
Auto phys. dam.	4,224,578	2,166,085
Total	4,239,920	2,175,642

Hartford Fire—Assets, $481,633,848, incr., $1,-669,335; loss res., $26,197,562; unearned prem., $137,085,507; capital, $25,000,000; surplus, $304,-194,344, incr., $4,056,523.

Fire	68,608,118	34,205,262
Extended coverage	21,755,448	12,393,163
Other allied lines	1,149,535	491,167
Homeowners mult. peril	1,674,383	906,941
Commercial mult. peril	40,917	2,177
Earthquake	167,295	-1,824
Hail (growing crops)	2,709,494	2,206,469
Ocean marine	4,549,468	3,030,787
Inland marine	15,070,909	7,570,761
Auto phys. dam.	32,144,099	17,135,822
Aircraft PHD	281,691	139,490
Livestock	209,346	48,774
Ocean wartimepandi.	-26,637	-26,756
Total	148,334,072	78,282,238

Hartford Live Stock—Assets, $6,162,733, incr., $96,550; loss res., $76,568; unearned prem., $552,298; capital, $500,000; surplus, $5,417,539. incr., $55,109.

Livestock	967,199	534,922
Total	967,199	534,922

Iowa Farm Mutual—Assets, $17,510,188, decr., $6,271; loss res., $4,290,581; unearned prem., $2,885,405; surplus, $8,220,436, decr., $224,549.

Fire	87,984	41,177
Extended coverage	60,624	34,792
Other allied lines	4,173	3,006
Hail (growing crops)	981,678	1,255,145
Liability (not auto)	222,045	182,231
Auto liability (BI)	1,828,093	1,349,025
Auto PDL	1,204,609	807,236
Auto phys. dam.	5,388,289	2,887,191
PDL (not auto)	188,002	169,233
Auto medical	558,354	402,510
Farm medical	683,729	346,198
Phys. dam. not auto	142,643	50,908
Total	11,350,223	7,528,651

Iowa National Mutual—Assets, $22,261,357, incr., $1,036,535; loss res., $7,477,652; unearned prem., $7,839,186; surplus, $5,097,444, decr., $240,623.

Fire	69,785	21,441
Extended coverage	56,704	48,500
Other allied lines	140	....
Homeowners mult. peril	7,959	1,956
Hail (growing crops)	10,568	24,763
Inland marine	7,686	3,620
Workmen's comp.	4,358,570	2,485,635
Liability (not auto)	981,402	280,399
Auto liability (BI)	4,649,450	2,478,075
Auto PDL	2,860,985	1,587,323
Auto phys. dam.	3,403,590	1,757,675
PDL (not auto)	252,635	89,187
Glass	15,680	7,579
Burglary, theft	91,118	31,162
Medical payments	677,975	382,437
Total	17,444,247	9,199,752

Jersey—Assets, $14,136,335, incr., $498,510; loss res., $682,367; unearned prem., $6,203,859; capital, $1,500,000; surplus, $6,903,478, incr., $126,889.

	Premiums Earned $	Losses Incurred $
Fire	1,984,420	982,260
Extended coverage	843,175	383,646
Other allied lines	15,316	-18,259
Homeowners mult. peril	183,506	90,942
Earthquake	7,287	141
Ocean marine	33,041	24,159
Inland marine	275,952	127,652
Accident	429	203
Workmen's comp	3,399	1,662
Liability (not auto)	13,131	7,868
Auto liability (BI)	84,635	45,476
Auto PDL	44,195	30,597
Auto phys. dam.	2,024,493	1,126,009
Aircraft PHD	32,546	17,591
PDL (not auto)	5,240	1,289
Surety	7,510	3,345
Glass	1,672	596
Burglary, theft	4,909	1,878
Total	5,564,862	2,827,062

Keystone Auto Club Casualty—Assets, $24,-487,929, incr., $1,512,446; loss res., $5,236,723; unearned prem., $7,267,763; capital, $1,000,000; surplus, $10,344,895, incr., $1,036,448.

Fire	92,280	25,837
Extended coverage	52,898	13,435

	Premiums Earned $	Losses Incurred $
Homeowners mult. peril	7,456	4,357
Accident	154,943	40,890
Liability (not auto)	17,065	2,450
Auto liability (BI)	4,965,511	2,271,280
Auto PDL	2,758,775	1,328,383
Auto phys. dam.	3,762,389	1,609,194
PDL (not auto)	4,266	183
Burglary, theft	7,211	689
Total	11,822,794	5,296,698

Liberty Mutual Fire—Assets, $50,745,226; incr., $1,398,884; loss res., $8,887,048; unearned prem., $23,608,004; surplus, $15,740,427, incr., $344,061.

Fire	9,891,441	4,048,493
Extended coverage	3,492,412	757,963
Other allied lines	79,850	13,317
Homeowners mult. peril	2,358,256	729,316
Commercial mult. peril	61,920	58,094
Earthquake	68,952	1,604
Ocean marine	223,428	225,845
Inland marine	3,071,624	1,161,878
Liability (not auto)	29,994	3,494
Auto liability (BI)	3,545,661	2,500,940
Auto PDL	1,672,714	923,654
Auto phys. dam.	1,285,156	599,294
Aircraft PHD	84,304	21,133
PDL (not auto)	6,291	2,501
Glass	6,340	4,640
Burglary, theft	10,424	14,059
Excess of loss re	-328,922	53,627
Total	25,559,852	11,119,860

Liverpool & London & Globe—Assets, $56,128,585, incr., $1,226,112; loss res., $12,884,274; unearned prem., $17,229,039; statutory deposit, $500,000; surplus, $22,322,880, incr., $540,093.

Fire	5,691,057	2,977,359
Extended coverage	1,655,268	824,828
Other allied lines	230,616	133,000
Homeowners mult. peril	230,616	133,000
Commercial mult. peril	8,061	7,275
Earthquake	20,017	276
Ocean marine	791,223	487,159
Inland marine	798,548	404,034
Accident	108,621	37,286
A&S	17,443	2,410
Hospital & medical	238,143	130,903
Group A&S	345,450	235,789
Workmen's comp.	2,470,714	1,379,824
Liability (not auto)	1,727,883	782,083
Auto liability (BI)	4,086,582	2,668,593
Auto PDL	1,946,367	1,012,797
Auto phys. dam.	1,804,059	934,780
Aircraft PHD	60,936	33,694
PDL (not auto)	381,818	116,312
Fidelity	207,267	41,934
Surety	205,931	85,890
Glass	160,447	75,348
Burglary, theft	441,994	176,809
Boiler, machinery	238,240	68,029
Total	23,704,330	12,638,170

Manufacturers Casualty—Assets, $30,631,816, decr., $1,549,401; loss res., $11,844,913; unearned prem., $9,367,225; capital, $1,500,000; surplus, $6,848,501, decr., $4,361,225.

Fire	101,744	61,748
Extended coverage	66,990	16,058
Other allied lines	218	12
Homeowners mult. peril	33,308	10,020
Commercial mult. peril	13	
Earthquake	10	
Inland marine	11,833	3,145
Accident	86,625	39,274
A&S	9,693	31
Hospital & medical	30,579	18,988
Group A&S	16,916	19,257
Workmen's comp.	2,197,633	1,881,840
Liability (not auto)	1,847,671	821,521
Auto liability (BI)	5,568,709	4,742,248
Auto PDL	3,092,296	2,075,558
Auto phys. dam.	2,621,503	1,485,320
PDL (not auto)	539,721	204,464
Fidelity	166,735	52,070
Surety	978,620	690,324
Glass	190,843	87,043
Burglary, theft	490,748	171,761
Boiler, machinery	2	
Total	18,052,410	12,380,974

Motors—Assets, $56,017,836, incr., $2,182,704; loss res., $1,877,912; unearned prem., $34,378,474; capital, $1,500,000; surplus, $14,909,685, incr., $1,910,848.

Auto phys. dam.	36,654,551	20,386,755
Total	36,654,551	20,386,755

National Farmers Union Property & Casualty—Assets, $6,382,729, incr., $290,330; loss res., $1,895,146; unearned prem., $2,423,674; capital, $800,000; surplus, $1,384,873; incr., $172,892.

	Premiums Earned $	Losses Incurred $
Fire	404,381	307,771
Extended coverage	280,783	137,563
Other allied lines	3,942	623
Hail (growing crops)	330,089	251,742
Inland marine	1,724	1,325
Livestock mortality	2,208	1,527
Liability (not auto)	251,425	42,821
Auto liability (BI)	1,499,923	650,485
Auto PDL	1,190,099	530,002
Auto phys. dam.	2,710,593	1,600,405
PDL (not auto)	71,483	41,137
Auto medical pay.	587,269	260,745
Med. pay. (not auto)	172,207	118,346
Total	7,506,126	3,934,183

Newark—Assets, $33,052,824, incr., $536,505; loss res., $7,575,933; unearned prem., $10,126,381; capital, $2,000,000; surplus, $13,036,521, incr., $21,704.

Fire	3,344,744	1,749,850
Extended coverage	972,833	484,768
Other allied lines	39,751	12,781
Homeowners mult. peril	135,537	78,165
Commercial mult. peril	4,737	4,276
Earthquake	11,764	163
Ocean marine	473,485	292,830
Inland marine	470,434	237,464
Accident	63,838	21,914
A&S	10,251	1,416
Hospital & medical	139,961	76,934
Group A&S	203,027	138,579
Workmen's comp.	1,452,086	810,948
Liability (not auto)	1,015,510	459,645
Auto liability (BI)	2,401,763	1,568,383
Auto PDL	1,143,917	595,241
Auto phys. dam.	1,060,280	549,389
Aircraft PHD	35,813	19,803
PDL (not auto)	224,401	68,358
Fidelity	121,814	24,646
Surety	121,030	50,480
Glass	94,297	44,283
Burglary, theft	259,768	103,913
Boiler, machinery	140,018	39,982
Total	13,941,072	7,434,222

New York Underwriters—Assets, $20,984,470, decr., $421,483; loss res., $1,105,564, unearned prem., $5,878,594; capital, $2,000,000; surplus, $12,383,454, incr., $179,514.

Fire	2,951,016	1,450,335
Extended coverage	935,716	531,432
Other allied lines	49,442	21,577
Homeowners mult. peril	72,017	39,219
Commercial mult. peril	1,760	94
Earthquake	7,196	-64
Hail (growing crops)	116,537	94,999
Ocean marine	170,980	71,197
Inland marine	648,211	324,152
Auto phys. dam.	1,382,542	753,930
Aircraft PHD	12,116	6,731
Theft of cattle	2	
Livestock	9,004	2,151
Total	6,356,539	3,295,753

North American Accident—Assets, $37,168,912, incr., $3,370,902; loss res., $2,718,837, unearned prem., $4,458,257; capital, $1,000,000; surplus, $7,250,894, incr., $679,902.

Accident	2,837,662	967,923
A&S	7,210,031	3,467,239
Hospital & medical	1,003,838	569,569
Group A&S	3.162,557	2,662,787
Total	14,214,090	7,667,520

Ohio Casualty—Assets, $62,219,315, incr., $2,906,898; loss res., $12,533,844; unearned prem., $25,000,000; capitol, 2,500,000,; surplus, $19,854,706, incr., $1,678,063.

Fire	778,880	323,769
Extended coverage	409,578	215,508
Other allied lines	569	1,034
Homeowners mult. peril	74,922	25,778
Commercial mult. peril	275	54
Earthquake	84	
Inland marine	38,045	11,800
Homeowners-liab.	23,744	9,500
Accident	5,279	2,472
Workmen's comp.	2,183,211	1,064,080
Liability (not auto)	3,282,260	966,886
Auto liability (BI)	12,669,640	6,416,705
Auto PDL	9,751,396	4,869,212
Auto phys. dam.	11,986,376	5,842,666
Aircraft PHD	12,885	14,078
PDL (not auto)	1,056,356	266,991
Fidelity	546,815	131,552
Surety	813,403	75,319
Glass	560,242	264,436

	Premiums Earned $	Losses Incurred $
Burglary, theft	931,820	320,383
Auto medical	2,169,209	1,099,834
Total	47,344,999	21,922,068

Ohio Medical Indemnity—Assets, $14,601,030, incr., $2,454,501; loss res., $1,887,824; unearned prem., $1,588,426; capital, $108,000; surplus, $9,-254,349, incr. $1,629,287.

	Premiums Earned $	Losses Incurred $
Surgical & medical	18,660,709	15,086,539
Total	18,660,709	15,086,539

Old Colony—Assets, $34,801,426, incr., $699,-069; loss res., $4,724,545; unearned prem., $12,-148,766; capital, $2,000,000; surplus, $16,927,326, decr., $380,810.

	Premiums Earned $	Losses Incurred $
Fire	4,365,282	2,447,066
Extended coverage	1,439,155	703,018
Other allied alines	37,538	17,434
Homeowners mult. peril	219,452	146,145
Commercial mult. peril	81,536	126,644
Earthquake	19,264	71
Hail (growing crops)	63,426	63,061
Ocean marine	1,538,178	785,461
Inland marine	1,416,608	778,645
Accident	6,837	2,045
A&S	414	126
Hospital & medical	69,550	44,994
Group A&S	9,250	3,306
Workmen's comp.	614,335	321,680
Liability (not auto)	429,204	235,383
Auto liability (BI)	1,559,834	1,177,764
Auto PDL	750,634	436,783
Auto phys. dam.	1,556,355	850,171
Aircraft PHD	73,113	35,402
PDL (not auto)	65,734	37,477
Fidelity	30,303	26,388
Surety	41,682	29,691
Glass	45,244	25,006
Burglary, theft	121,474	55,518
Boiler, machinery	493	188
Total	14,554,895	8,349,467

Old Republic, Greensburg, Pa.—Assets, $10,-366,802, decr., $250,636; loss res., $4,257,819; unearned prem., $2,070,843; capital, $1,000,000; surplus, $3,388,006, decr., $285,853.

	Premiums Earned $	Losses Incurred $
Fire	15,678	13,086
Extended coverage	9,051	2,311
Homeowners mult. peril	1,430	310
Inland marine	60,489	6,434
Mobile homes	3,753	1,098
A&S	42,139	100
Workmen's comp.	3,959,001	2,530,037
Liability (not auto)	249,043	79,759
Auto liability (BI)	284,525	202,772
Auto PDL	207,161	143,682
Auto phys. dam.	430,827	274,746
PDL (not auto)	145,338	38,407
Glass	2,910	45
Burglary, theft	4,642	2,405
Credit	13,109	6,514
Total	5,429,096	3,301,706

Pacific Fire—Assets, $28,098,486, incr., $958,-566; loss res., $1,256,878; unearned prem., $11,-059,053; capital, $2,000,000; surplus, $15,037,178, incr., $306,175.

	Premiums Earned $	Losses Incurred $
Fire	3,537,444	1,750,983
Extended Coverage	1,503,052	683,890
Other allied lines	27,302	-32,548
Homeowners mult. peril	327,120	162,112
Earthquake	12,990	252
Ocean marine	58,900	43,065
Inland marine	491,914	227,551
Accident	765	352
Workmen's comp.	6,059	2,964
Liability (not auto)	23,408	14,027
Auto liability (BI)	150,871	81,065
Auto PDL	78,782	54,546
Auto phys. dam.	3,608,880	2,007,236
Aircraft PHD	58,018	31,361
PDL (not auto)	9,341	2,296
Surety	13,388	5,964
Glass	2,982	1,063
Burglary, theft	8,750	3,348
Total	9,919,972	5,039,543

Peerless—Assets, $32,494,358, incr., $3,284,-917; loss res., $9,955,769; unearned prem., $10,-843,600; capital, $2,750,000; surplus, $7,550,551, decr., $3,423,114.

	Premiums Earned $	Losses Incurred $
Fire	442,342	455,343
Extended coverage	117,147	61,825
Other allied lines	2,399	18,455
Homeowners mult. peril	62,175	31,752
Earthquake	4,819	1,809
Hail (growing crops)	2,449	11,078
Ocean marine	18,483	5,295
Inland marine	110,475	80,544
Accident	102,591	26,731
A&S	102,209	50,041
Hospital & medical	240,285	12,102
Group A&S	317,563	173,573
Workmen's comp.	741,140	637,862
Liability (not auto)	775,183	368,545
Auto liability (BI)	4,388,248	3,045,773
Auto PDL	1,916,788	523,278
Auto phys. dam.	1,710,078	1,087,852
PDL (not auto)	151,321	—4,396
Fidelity	339,153	112,068
Surety	1,359,823	991,920
Glass	29,584	16,398
Burglary, theft	192,311	81,692
Total	13,126,576	7,789,549

Queen—Assets, $83,552,312, incr., $1,290,784; loss res., $19,222,519; unearned prem., $25,693,-804; capital, $5,000,000; surplus, $33,023,098, incr., $98,537.

	Premiums Earned $	Losses Incurred $
Fire	8,486,664	4,439,917
Extended coverage	2,468,382	1,230,010
Other allied lines	100,860	32,430
Homeowners mult. peril	343,902	198,334
Commercial mult. peril	12,020	10,851
Earthquake	29,850	413
Ocean marine	1,201,380	736,813
Inland marine	1,193,638	602,351
Accident	161,979	55,602
A&S	26,012	3,595
Hospital & medical	355,125	195,206
Group A&S	515,145	351,616
Workmen's comp.	3,684,399	2,057,632
Liability (not auto)	2,576,668	1,166,265
Auto liability (BI)	6,094,027	3,979,481
Auto PDL	2,902,477	1,510,312
Auto phys. dam.	2,690,264	1,393,971
Aircraft PHD	90,870	50,247
PDL (not auto)	569,377	173,448
Fidelity	309,082	62,534
Surety	307,091	128,083
Glass	239,263	112,360
Burglary, theft	659,114	263,662
Boiler, machinery	355,270	101,448
Total	35,372,870	18,856,591

Republic of Dallas—Assets, $38,897,596, incr., $1,907,343; loss res., $557,598; unearned prem., $20,411,224; capital, $5,400,000; surplus, $16,-322,635, incr., $457,047.

	Premiums Earned $	Losses Incurred $
Fire	7,078,987	2,168,599
Extended coverage	5,455,878	1,765,341
Other allied lines	3,058	-895
Homeowners mult. peril	138,385	29,407
Earthquake	1,671	....
Inland marine	197,613	70,457
Liability (not auto)	753	809
Aircraft PHD	43	....
Surety	31,092	4,300
Glass	8,499	4,391
Burglary, theft	5,429	355
Total	12,921,413	4,042,766

Resolute—Assets, $19,507,815, decr., $1,974,-921; loss res., $1,374,667; unearned prem., $11,-925,979; capital, $1,000,000; surplus, $5,483,322, incr., $312,162.

	Premiums Earned $	Losses Incurred $
Fire	3,157	....
Extended coverage	235	1,750
Inland marine	69,453	6,381
Accident	5,334	2,000
Auto PDL	146,324	80,902
Auto phys. dam.	13,886,603	7,615,688
Chattel mortgage	256,559	13,847
Total	14,367,665	7,720,568

Royal Indemnity—Assets, $90,044,731, incr., $1,318,453; loss res., $20,466,329; unearned prem., $27,356,344; capital, $2,500,000; surplus, $36,293,099 incr. $495,169.

	Premiums Earned $	Losses Incurred $
Fire	9,035,801	4,727,209
Extended coverage	2,628,101	1,309,599
Other allied lines	107,387	34,527
Homeowners mult. peril	366,154	211,166
Commercial mult. peril	12,798	11,553
Earthquake	31,781	438
Ocean marine	1,279,116	791,081
Inland marine	1,270,874	641,482
Accident	172,460	59,201
A&S	27,695	3,827
Hospital & medical	378,104	207,836
Group A&S	548,478	374,367
Workmen's comp.	3,922,801	2,190,774
Liability (not auto)	2,743,393	1,241,728
Auto liability (BI)	6,488,346	4,236,981
Auto PDL	3,090,285	1,608,038
Auto phys. dam	2,864,340	1,484,169
Aircraft PHD	96,749	53,498
PDL (not auto)	606,220	184,671
Fidelity	329,081	66,581
Surety	326,961	136,367
Glass	254,744	119,630
Burglary, theft	701,762	280,722
Boiler, machinery	378,259	108,012
Total	37,661,702	20,083,469

Royal—Assets, $64,610,001, incr., $1,571,359; loss res., $14,805,614; unearned prem., $19,-796,226; statutory deposit, $500,000; surplus, $24,101,699, incr., $407,166.

	Premiums Earned $	Losses Incurred $
Fire	6,539,723	3,421,350
Extended coverage	1,902,106	947,832
Other allied lines	77,722	24,989
Homeowners mult peril	265,007	152,833

	Premiums Earned $	Losses Incurred $
Commercial mult. peril	9,263	8,361
Earthquake	23,002	319
Ocean marine	907,320	560,578
Inland marine	919,522	463,511
Accident	124,819	42,847
A&S	20,044	2,769
Hospital & medical	a 273,655	150,423
Group A&S	396,964	270,951
Workmen's comp.	2,839,154	1,585,587
Liability (not auto)	1,985,550	898,709
Auto liability (BI)	4,695,985	3,066,543
Auto PDL	2,236,615	1,163,829
Auto phys. dam.	2,073,086	1,074,177
Aircraft PHD	70,023	38,720
PDL (not auto)	438,755	133,656
Fidelity	238,175	48,187
Surety	236,640	98,699
Glass	184,373	86,584
Burglary, theft	507,905	203,175
Boiler, machinery	273,767	78,174
Total	27,239,180	14,522,813

Star—Assets, $27,928,919, incr., $432,766; loss res., $6,445,196; unearned prem., $8,614,981; capital, $1,000,000; surplus, $11,181,504, incr., $45,057.

Fire	2,845,528	1,488,677
Extended coverage	827,634	412,415
Other allied lines	33,818	10,873
Homeowners mult. peril	115,308	66,499
Commercial mult. peril	4,030	3,639
Earthquake	10,008	138
Ocean marine	402,845	249,214
Inland marine	400,190	201,924
Accident	54,310	18,643
A&S	8,721	1,204
Hospital & medical	119,071	65,451
Group A&S	172,725	117,894
Workmen's comp.	1,235,357	689,910
Liability (not auto)	863,941	391,041
Auto liability (BI)	2,043,291	1,334,299
Auto PDL	973,183	506,399
Auto phys. dam.	902,029	467,390
Aircraft PHD	30,468	16,846
PDL (not auto)	190,909	58,157
Fidelity	103,633	20,967
Surety	102,965	42,945
Glass	80,223	37,674
Burglary, theft	220,997	88,404
Boiler, machinery	119,120	34,013
Total	11,860,315	6,324,626

Thames & Mersey—Assets, $10,047,056, incr., $206,124; loss res., $2,261,473; unearned prem., $3,022,800; statutory deposit, $500,000; surplus, $4,209,497, incr., $101,265.

Fire	998,431	522,344
Extended coverage	290,398	144,707
Other allied lines	11,866	3,814
Homeowners mult. peril	40,459	23,333
Commercial mult. peril	1,414	1,276
Earthquake	3,511	49
Ocean marine	141,338	87,413
Inland marine	140,428	70,881
Accident	19,056	6,541
A&S	3,060	423
Hosp. & med.	41,779	22,965
Group A&S	60,605	41,366
Workmen's comp.	433,458	242,073
Liability (not auto)	303,137	137,207
Auto liability (BI)	716,944	468,173
Auto PDL	341,467	177,684
Auto phys. dam.	316,501	163,996
Aircraft PHD	10,690	5,911
PDL (not auto)	66,985	20,406
Fidelity	36,362	7,356
Surety	36,128	15,068
Glass	28,148	13,218
Burglary, theft	77,542	31,018
Boiler, machinery	41,796	11,935
Total	4,161,514	2,219,169

Transport Indemnity of Los Angeles—Assets, $12,221,902, incr., $1,326,508; loss res., $5,219,883; unearned prem., $891,768; capital, $1,135,680; surplus, $2,423,230, incr., $263,763.

Fire	742	....
Extended coverage	58	....
Earthquake	56	....
Inland marine	4,223	808
Workmen's comp.	2,217,493	1,364,811
Liability (not auto)	66,312	34,454
Auto liability (BI)	3,083,045	1,528,374
Auto PDL	1,685,145	570,322
Auto phys. dam.	650,280	354,603
PDL (not auto)	66,793	44,566
Cargo	563,442	269,695
Total	8,337,589	4,167,633

Travelers Fire—Assets, $114,888,629, decr., $191,890; loss res., $9,304,627; unearned prem., $69,769,676; capital, $4,000,000; surplus, $28,981,679, incr., $900,233.

Fire	24,806,522	12,540,781
Extended coverage	8,775,731	4,850,115
Other allied lines	160,951	76,624
Homeowners mult. peril	1,917,116	877,016
Commercial mult. peril	17,004	51,728
Earthquake	12,506	94
Hail (growing crops)	152,773	114,985
Ocean marine	770,974	540,927
Inland marine	8,092,676	3,924,373
Auto phys. dam.	13,040,475	8,044,589
Aircraft PHD	195,826	109,549
PDL (not auto)	7,990	5,183
Glass	10,361	4,420
Burglary, theft	7,893	2,585
Total	57,968,804	31,142,974

Travelers Indemnity—Assets, $242,481,741, incr., $20,303,907; loss res., $51,008,579; unearned prem., $101,329,247; capital, $6,000,000; surplus, $72,335,758, incr., $2,611,640.

	Premiums Earned $	Losses Incurred $
Homeowners mult. peril	347,089	106,742
Commercial mult. peril	7,458	6,276
Workmen's comp.	11,476,660	6,193,829
Liability (not auto)	8,264,737	2,423,252
Auto liability (BI)	11,600,471	7,098,230
Auto PDL	45,736,772	27,229,836
Auto phys. dam.	33,140,027	18,354,617
PDL (not auto)	9,645,453	4,592,408
Fidelity	2,688,075	1,111,001
Surety	4,380,690	956,863
Glass	1,651,433	794,010
Burglary, theft	7,022,054	2,665,453
Boiler, machinery	8,757,568	2,564,399
Total	144,718,492	74,096,920

Travelers—Assets, $2,823,734,516, incr., $124,540,259; loss res., $239,140,502; unearned prem., $108,131,647; capital, $50,000,000; surplus, $331,941,784, incr., $18,068,017.

Accident	18,962,860	7,051,421
A&S	3,062,766	1,346,938
Hospital & medical	4,178,340	2,376,350
Group A&S	182,654,032	164,157,306
Non-can A&S	7,562	32,597
Workmen's comp.	75,663,505	46,403,706
Liability (not auto)	29,823,592	11,078,931
Auto liability (BI)	89,505,241	60,010,861
Total	403,857,901	292,458,113

Tri-State of Tulsa— Assets, $6,847,976; decr., $268,601; loss res., $1,768,612; unearned prem., $2,172,446; capital, $1,000,000; surplus, $2,555,944, incr., $36,141.

Fire	131,331	92,893
Extended coverage	104,253	30,416
Other allied lines	2,221	249
Homeowners mult. peril	388	....
Hail (growing crops)	1,000	....
Inland marine	80,976	41,533
Workmen's comp.	1,625,252	892,919
Liability (not auto)	203,580	82,042
Auto liability (BI)	1,369,654	876,570

	Premiums Earned $	Losses Incurred $
Auto PDL	895,467	400,377
Auto phys. dam.	1,195,522	551,869
PDL (not auto)	118,760	30,384
Fidelity	13,850	—59
Surety	84,110	92,898
Glass	3,486	662
Burglary, theft	15,309	13,429
Total	5,845,159	3,106,182

Truck Exchange, Los Angeles—Assets, $39,-956 948, incr., $3,917,523; loss res., $12,908,069; unearned prem., $6,701,025; surplus, $13,281,-862, incr., $1,078,468.

Inland marine	1,359,457	807,720
Workmen's comp.	5,220,898	3,156,431
Liability (not auto)	1,498,813	709,166
Auto liability (BI)	9,802,357	5,030,794
Auto PDL	4,988,999	3,047,509
Auto phys. dam.	5,719,763	3,625,180
PDL (not auto)	582,617	316,777
Total	29,172,904	16,694 177

U.S. Casualty—Assets, $47,037,285, incr., $1,-814,197; loss res., $20,795,639; unearned prem. $12,172,836; capital, $1,000,000; surplus, $10,-697,479, decr., $626 762.

Fire	252,375	144,865
Extended coverage	182,708	32,111
Other allied lines	1,450	—93
Homeowners mult. peril	22,865	5,854
Commercial mult. peril	3.535	2,914
Earthquake	2,351	2
Ocean marine	256,447	181,710
Inland marine	269,939	160,124
Accident	88,212	23,721
Health	17,819	6,818
Group A&S	147,203	80,723
Workmen's comp.	5,938,447	3,434,442
Liability (not auto)	3,736,182	1,891,782
Auto liability (BI)	6,952,006	4,681,884
Auto PDL	3,215,881	1,732,814
Auto phys. dam.	1,332,325	704,230
Aircraft PHD	30,462	28,368
PDL (not auto)	695,222	307,101
Fidelity	227,142	120,006
Surety	809,758	459,399
Glass	305,609	138,603
Burglary, theft	581,236	206,466
Boiler, machinery	32	....
Total	25,069,217	14 343,852

U.S. F. & G.—Assets, $405,793,300, incr., $23,450,590; loss res., $116,157,581; unearned prem., $145,586,654; capital, $20,486,120; surplus, $122,267,204, incr., $1,089,301.

Fire	17,503,482	9,110,738
Extended coverage	5,729,068	2,844,799
Other allied lines	159,633	34,435
Homeowners mult. peril	1,488,790	915,478
Commercial mult. peril	8,099	2,244
Earthquake	44,752	1,395
Growing Crops	94,245	52,153
Ocean marine	21,806	-12,867
Inland marine	3,386,453	2,044,849
Accident	1,006,648	383,957
Health	131,889	46,177
Group A&S	841,986	555,786
Non-can A&S	206	42,523
Workmen's comp.	38,202,419	25,374,328
Liability not auto)	23 172,188	8,130,648
Auto liability (BI)	42,687,256	26,391,747
Auto PDL	22,573,502	12,069,960
Auto phys. dam.	7,833,490	4,289,649
Aircraft PHD	131,911	76,419
PDL (not auto)	6,734,111	2,434,195
Fidelity	5,672,492	2,076,328
Surety	13,854,478	4,306,749
Glass	1,781,443	808,837
Burglary, theft	5,351,805	2,199,756
Boiler, machinery	217	....
Water damage	8,109	4,196
Auto collision	16,432,194	8,043 498
Total	214,852,672	112,227,977

Utica Mutual—Assets, $62,024,326, incr., $4,-343,724; loss res., $24,847,801; unearned prem., $15,019,153; surplus, $13,623,173, incr., $1,388,-873.

Fire	239,966	79,314
Extended coverage	92,224	37,658
Other allied lines	948	1,398
Homeowners mult. peril	39,143	14,184
Earthquake	64	....
Hail (growing crops)	4,378	4,168
Inland marine	4,706	2,835
Accident	18,392	1,222
Group A&S	364,080	264,032
Workmen's comp.	8,782,047	5,267,963
Liability (not auto)	1,803,570	942,990
Auto liability (BI)	11,550,541	5,635,099
Auto PDL	4,689,885	2,212,193
Auto phys. dam.	1,873,053	778,880
PDL (not auto)	429,659	289,113
Fidelity	31,339	16,661
Surety	30,909	35,338
Glass	97,761	45,108
Burglary, theft	115,935	50,787
Catastrophe re	82,731	11,877
Surplus lines re	—10,720	—2,381
Excess of loss re	1,079	28,531
Total	30,241,700	15,716,479

Vanguard—Assets, $3,951,295, incr., $236,801; loss res., $462,587; unearned prem., $1,148,706; capital, $1,000,000; surplus, $2,196,692, incr., $21,080.

	Premiums Earned $	Losses Incurred $
Homeowners mult. peril	23,635	....
Liability (not auto)	73,122	21,508
Auto liability (BI)	464,614	253,985
Auto PDL	348,582	189,400
Auto phys. dam.	789,669	424,438
PDL (not auto)	3,631	873
Surety	420	....
Burglary, theft	5,481	2,322
Med. pay.	96,349	44,390
Misc. lines	2,510	3,500
Total	1,808,018	945,418

Virginia F. & M.—Assets, $10,033,361, incr., $163,185; loss res., $2,261,473; unearned prem., $3.022,800; capital, $1,000,000; surplus, $4,156,-345 incr., $48,821.

Fire	998,431	522,344
Extended coverage	290,398	144,707
Other allied lines	11,866	3,814
Homeowners mult. peril	40,459	23,333
Commercial mult. peril	1,414	1,276
Earthquake	3,511	49
Ocean marine	141,338	87,413
Inland marine	140,428	70,881
Accident	19,056	6,541
A&S	3,060	423
Hospital & medical	41,779	22,965
Group A&S	60,605	41,366
Workmen's comp.	433,458	242,073
Liability (not auto)	303,137	137,207
Auto liability (BI)	716,944	468,173
Auto PDL	341,467	177,684
Auto phys. dam.	316,501	163,996
Aircraft PHD	10,690	5,911
PDL (not auto)	66 985	20,406
Fidelity	36,362	7,356
Surety	36,128	15,068
Glass	28,148	13,218
Burglary, theft	77,542	31,018
Boiler, machinery	41,796	11,935
Total	4,161,514	2,219,169

Charge that Government Employees Misleads with Implied U. S. Connection

Greater New York Insurance Brokers' Assn. has filed a complaint with the New York department charging that the advertising of the Government Employees is misleading and deceptive because it is full of suggestions that the company is an official government organization.

Government Employees, which has its home office in Washington, D.C., is a non-agency company reaching its prospects by direct mail and newspaper and periodical advertising, according to Mortimer L. Nathanson, president of the brokers' association.

The brokers' complaint specifically refers to the insurer's current campaign aimed at New York City employes. In specially designed mailing pieces, the company combines it own sales message with a "leave record card" wherein employes of the city can record their official leave time. In addition there is a schedule of salary increment based upon the city's career and salary plan. This gives the appearance and suggestion that it is an official publication.

The complaint also asserts that the suggestion that the company has official government connection is aided by its name prominently displayed in conjunction with a "reasonable facsimile" of the official seal of the U.S. In small italic type on literature and in advertising the company states it is "not affiliated with the United States government."

The company advertises that it serves those "who serve the nation" but apparently does not accept members of the armed services below the top three ranks of non-commissioned officers, Mr. Nathanson indicated.

Aero Associates Insurer in Colorado Air Crash

Aero Associates was the hull and liability insurer of the five-passenger Cessna airplane which crashed into a Colorado mountainside Feb. 8, killing its four occupants.

The plane, which was totally destroyed, was valued at $74,000, and was owned by Mountain States Construction Co. of Denver.

New Johnson Claims Office

M. M. Johnson Claims Service of Fort Wayne, Ind., have opened a new branch office in Anderson at 205 Anderson Loan building. Paul E. Medaris is adjuster in charge.

Celina Mutual to Give Employes 12% of Surplus Increases

National Mutual and Celina Mutual of Celina, O., have set up a deferred compensation plan for employes under which the companies will pay regular employes, their beneficiaries and families 12% of consolidated average annual increase in surplus calculated on a five-year basis. The money will be turned over to a designated corporate trustee and distributed to employes or their beneficiaries on death, retirement, total and permanent disability or severance of employment.

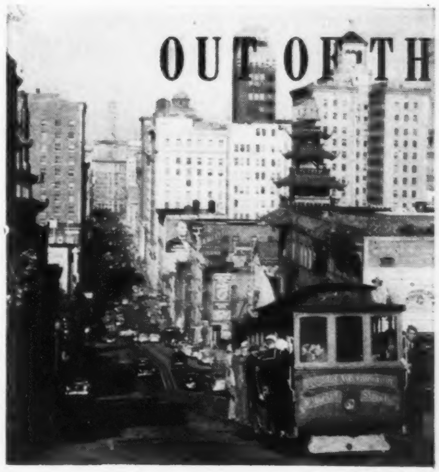
The plan is in addition to the established pension plan. The new earnings participation program calls for the companies to put in 12% of average annual increase and surplus (without credit or debit for unrealized gains or losses) for the past five years. The 1956 contribution or $24,609 will be paid into a trust fund administered by First National Bank of Lima, O., and earnings from it will be credited to individual employes pro rata. Each employe will have a separate account in the plan and share in company contributions to the extent that his annual wages (weighted by length of service) bear to total wages of all employes.

Payments at death, retirement or total and permanent disability will be 100% of the employe's account. In event employment is severed, payment of the account will be to the extent of the employe's "vested interest," which is 1/10th of the annual contribution and trust fund earnings per year. The amounts not "vested" in these cases are forfeited and reallocated pro rata among the remaining employes.

A five-member advisory committee of participating employes administers the plan in cooperation with the trustees. The trust has qualified under the internal revenue code and is exempt from income tax.

Offers HO, Multiple Line Courses

Courses in homeowners comprehensive policies, casualty manuals-rating, and commercial multiple lines, will be offered beginning in March by New York Insurance Society. The homeowners policies course also will be available at the society's Long Island division in Mineola.



USA Elects Aust President for 1957

Underwriters Service Assn. at its annual meetin last week in Chicago elected Bert H. Aust, Hanover, as president; R. F. Jackson, Niagara Fire, vice-president, and Frank W. Spaulding, Springfield F. & M., secretary-treasurer.

Named to the executive committee were the officers and Charles L. Day, Pennsylvania Fire; John G. McFarland, American; Earl R. Sanborn, Great American, and C. G. Thro, U. S. Fire.

Manager Peter Eriksen in his annual report indicated satisfactory results in 1956 for USA.

Legislative Unit Finishes Study of La. Auto Rates

A study undertaken by Louisiana legislative council has shown Louisiana automobile rates to be higher than those in eight neighboring states. The study was in compliance with a resolution passed at the special session of the legislature in January, 1955.

According to the report the higher rates stem from several situations unique in Louisiana. Principal among these is the lack of competition between companies due to the mandatory rate law. Other reasons given are accident frequency, claim costs, and state laws such as the direct action statute.

The rate study revealed that there are 2,019 different rates for automobile liability in the eight southern states. This, plus the other factors affecting rate making which differ between states makes the comparison almost impossible.

Dr. J. B. Johnson, professor of insurance at Louisiana State university is quoted as saying his primary criticism of the rate making system in Louisiana is the lack of competition. He feels the rates are set so as almost to guarantee success to any company, and any system that practically precludes failure of any company would seem to be too high.

New War Risk Binders Total 3,107 in 1956

WASHINGTON—American War Risk Agency issued 3,107 original binders—1,140 hull, 1,028 protection and indemnity and 939 crew life and personel effects coverages—during 1956. Original binder and binder extension fees totaled $266,137. Agency fees and expenses were $88.935.

New Ad Aids for Agents

Standard Accident and Planet have prepared a new series of newspaper advertisements and window posters for use by agents.

The new series features a different coverage each month, and are designed for concurrent use, the newspaper advertisements tying in with the window display posters. Both advertisements and posters are free to agents of the two companies.

Honors Agency's 50 Years

J. Grant Moore, president of Wright, Hoyt & Co. agency of Port Huron and past president of Michigan Assn. of Insurance Agents, was honored, along with his son, James G. Moore Jr., vice-president, at a dinner last week sponsored by Standard Accident. The affair, was in recognition of the agency's 50th anniversary of representing Standard Accident.

NAII To Keep Separate Records of AR Business

National Assn. of Independent Insurers has revised its statistical plans to accumulate separate detailed statistics on assigned risk business. Vestal Lemmon, general manager, said NAII thinks this plan is a practical approach to the collection of assigned risk statistics. In addition to coding statistics by class, territory, and state, it will permit the separation of the so-called clean risks from those with surcharges. He added that accumulation of such data would put the companies in a much better position to evaluate assigned risk rating structures.

U.S. Could Be Sued for Jet Damage

WASHINGTON—A bill has been introduced in the House which would allow the government to permit itself to be sued for damages from shock waves produced when jet aircraft break the sound barrier. It would amend the U.S. code.

Daenzer Urges Use of Economy Auto Plan

(CONTINUED FROM PAGE 19)

is protected after he has carefully provided all the information and a signed application, Mr. Daenzer said. The psychological reaction is good.

Strict underwriting has to be employed, but he said the requirements, although rigorous, would weed out only 15% of the business. It is the mass market, the 85% of the drivers who must be reached, and companies and agents cannot compete with direct writers and still take drunks, speedsters, and accident repeaters. The 85% do not want to be thrown in with the sub-standard risks, some of whom should not have licenses. For the others, he observed, the assigned risk plan is the only answer so that every company shares equitably on the questionable risks.

Taking up price and commissions, Mr. Daenzer remarked that easy payment plans are essential. The public likes the idea of a six-month policy, and the company has to face the reality of severe reductions in operating costs. The agent, too, must face the reality of necessary commission reduction. "Without going into all the details, when you reduce a $100 premium to $80, you only allow $20 for expenses and profit. A 15% commission immediately takes $12 and only $8 is available for company processing, collecting, general administration, inspection and rating costs, taxes and licenses, underwriting profit, and contingencies."

To the cry that commissions are being cut, Mr. Daenzer said the agents must remember the system is a partnership arrangement. The selling partner is still getting the lion's share of $12 out of $20, and "at the same time the streamlined method is cutting the agency costs to such an extent that his take-home pay is actually improved . . . . There is reduced commission in the streamlined method but there is also this tremendous reduction in detail. The 'released' time in an office may be used to set up life insurance prospecting which may not have been done before in a property insurance agency."

Risjord Relates Some Potentials of New Family Auto Policy

In response to a question raised following his address at a meeting of Casualty Underwriters Assn. of Chicago last week, Norman E. Risjord vice-president of Employers Re, said medical payments in the family auto policy could conceivably result in duplicate payments, if two or more individuals living in the same household each have coverage.

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The question was: "Father, daughter, and son A (presumably all living in the same household) each have a family auto policy on their cars. Son B, who does not have a car, borrows one from still another party, and, while using it with the owner's permission, is involved in an accident, incurs liability and is himself injured. Is son B covered for liability and medical payments, and, if so, under which policies and in what amounts?"

Mr. Risjord replied that son B would have liability coverage under all four policies (father, daughter, son A and the policy covering the owner of the auto he was using), that the owner's policy would be the primary coverage, and that the other three would share any excess on a pro rata basis.

Assuming that son B incurred medical bills of $2,000 and that the four policies each provided medical payments coverage of $1000, Mr. Risjord said that, again, the owner's policy would be the primary coverage, and that the other three would be excess. But there is no provision in the medical payments section of the family auto insuring agreements which states that excess medical shall be paid on a pro rata basis. Therefore, he concluded, son B could conceivably collect $1,000 under the owner's policy and $1,000 under each of the three other policies for a combined total of $4,000 on a $2,000 loss.

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Mr. Risjord also reviewed the development of the family auto policy and gave a summary of the differences in coverage between it and the standard 1955 form. He pointed out that coverage for persons insured with respect to the owned automobile has been broadened to include not only the named insured and his spouse, but any resident of the same household, as well as any other person using the automobile with the named insured's permission. He did note that under this definition, residents of the insured's household have coverage regardless of permission, even when specifically prohibited by the named insured from use of the automobile.

Finally, the question was asked whether a policeman insured under a family auto policy would be covered if he incurred liability while driving a police car. Mr. Risjord said that in his opinion addition of a siren, a spotlight, and a revolving blinker did not remove the standard private passenger type automobile from that category, and that therefore, under the terms of the policy, the policeman would be afforded coverage.

Mr. Risjord was a panel member Jan. 16 at a joint meeting of Casualty Adjusters and Casualty Underwriters associations of Chicago at which the auto policy was featured, so his repeat performance last week before the underwriters association indicates there are many points about this coverage the company men would like to have cleared up.

American Home Names Ferrier V-P at Philadelphia

Benjamin F. Ferrier, with Manufacturers Casualty at Philadelphia since 1943 as vice-president, general manager, and a director, has been named resident vice-president there of American Home and State of Pennsylvania. He will head the Philadelphia offices of both companies.

Mr. Ferrier began his career in 1922 as a special agent of Travelers, was an underwriter and then assistant manager of Globe Indemnity, and held executive positions with Indemnity of North America, Home Indemnity and New Amsterdam Casualty before joining Manufacturers Casualty 14 years ago.

Royal-Globe Names McInerney in Illinois

Royal-Globe group has appointed Thomas J. McInerney, superintendent of casualty in Chicago, special casualty representative in Illinois. He will assist in the development and sale of coverages for the larger commercial risks in that area. He has been in the casualty department of the group 12 years.

Hit Conn. Savings Bank Life Bill

A bill introduced in the Connecticut house would raise the limit of savings bank life insurance from $3,000 to $5,000. It is opposed by Connecticut Assn. of Insurance Agents because many of its members sell life insurance and by Connecticut Assn. of Life Underwriters.

Challenge of West's Growth Stressed in Talks at FUAP Rally

John J. Haster, Pacific coast fire manager for Swett & Crawford, is the new president of Fire Underwriters Assn. of the Pacific, elected at the closing session of the organization's annual meeting last week at San Francisco. Phillip F. Kingsley, Fireman's Fund, is the new vice-president. Other officers elected are: Russell Countryman, retired, secretary, and Paul Normand, also retired, treasurer. Re-elected as directors are Rutherford Pates, Marsh & McLennan, and A. W. Gilbert, Pacific Fire Rating Bureau.

With tremendous increasing demands for new and better goods and services, and with the great expected increase in population up to 200 million in this country by 1967, fire and casualty insurers must be prepared to handle a comparative increase in coverages, at the estimated rate of $100 million of new premiums each of the coming 10 years, according to Irving Pfeffer, assistant professor in the school of business administration of UCLA. Addressing the annual meeting of Fire Underwriters Assn. of the Pacific, he warned that the adventures of some companies into new experiments selling on price and product basis, will threaten the stability of others. He anticipates the national economy will reach $600 billion in the period he covered in prognosticating trends.

David A. Barry, Pearl, the outgoing FUAP president, reviewing the year, said insurance has not the grounds for optimism prevailing in other lines of business in view of rising costs, heavy underwriting losses and competition. He said this has proved the need for higher rates for certain classes and the companies must be realistic. He also mentioned need for better employe personnel relations and said the FUAP's efforts to encourage employes to participate in the association's workshop institute is producing results. This includes the job training of students of local junior colleges. Mr. Pfeffer had also touched on this question, remarking that the insurance business can anticipate a shortage of personnel and 100,000 more employes will be needed in the next 10 years.

At no time in the history of insurance has there been such need for personal effort in selling, Neil L. Davis, special agent for North British group at Salt Lake City, declared in his address.

"Changes in our business," he said, "are so extensive and have come so rapidly that agents and field men alike are hard pressed to keep up. We speak of service beyond the contract, but first the public must be enlightened and kept abreast if we expect the total values in our product are to be appreciated."

Good public relations is advertising and sound selling in their most refined forms, he went on. The special agent has in his field club a tool through which this highly desirable public relations work can be accomplished. To be an expert in all phases of insurance would require a lifetime of study, but to be competent in many phases can be accomplished through training and education of a continuing type, geared to the needs of the territory and its future possibilities. Formal classwork and specific study are highly desirable "but a continuing forum of discussion which can be provided through field clubs and associations, helps most in the work of the present day field men."

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Reviewing the economic and industrial expansion in Utah, he said the area of our nation is just beginning to come of age economically. There will be population increases, more business and industry and a rapidly expanding market for our product. "Now is the time to recognize and take advantage of what is happening. Prepared company personnel and qualified local representation will mean full participation. Lack of interest or failure to recognize changes will mean that we may be caught napping and find the train has left and we are still on the platform. Better training and direction for all of us through improved field club activities, with the assistance of FUAP would tend to make these changes evolutionary with order and stability, instead of revolutionary with consequent confusion and perilous results."

Anticipating the electronic era in handling computations and records in an insurance office, Neal J. Dean of the technical staff of Ramo-Wooldridge Corp., Los Angeles, outlined a procedure for estimating the feasibility and value of using various types of these new machines. By charts he illustrated various methods of education as well as use and told of the types of machines now being manufactured and by whom.

Such machines, he said, can be of great assistance in handling certain rate making problems and in studies of loss ratios and other difficult mathematical operations.

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Under the present administration the government has no intention of entering the insurance business, according to Frank J. Meistrell, commissioner of the Federal Flood Indemnity Administration, who outlined provisions of the act creating this facility and some of the purposes of the new law. It is the policy of this administration, he said, not to get into competition with private enterprise but, on the other hand, to get out of any business by which it does compete. He said the insurance industry has proved, by word and deed, that it will cooperate with the program to the extent of processing all applications for coverages, issuing the policies and making collections at cost. "This is a joint venture by the government and the private insurance companies," he said.

Mabel S. Carper, deputy commissioner and custodian of the documents and records of insurers for the California department, retired Feb. 28 after more than 25 years of service.

Hearing on Bill to Permit Casualty Deviations

(CONTINUED FROM PAGE 2)

the full rate must be charged even though the company knows it is going to pay a substantial part of it back.

Charles E. Hager, vice-president of American Fire & Casualty of Orlando, said his company gives a 10% credit to drivers with a no-accident record, but it is not allowed to do so in Texas.

Lowell B. Mason, former member of the Federal Trade Commission, who identified himself as unemployed but working on a book, spoke in behalf of the bill at the invitation of Vestal Lemmon, general manager of NAII. He said the government is trying to exercise federal control over insurance and that healthy competition is needed in the casualty business. The FTC and the Interstate Commerce Commission are studying insurance and are "anxious to invoke federal powers against price fixing in insurance," he declared.

In opposition to the bill, President Gus S. Wortham of American General, speaking for Assn. of Texas Fire & Casualty Companies, said the position of his group is not that the flexible rate bill will not work, but that Texas has a bill that works better. He traced the history of Texas rate regulation, starting in 1909 when the first rate bill was passed for fire insurance. Texas is the only state that makes its own rates. For automobile insurance, he said there was no regulation until 1927 when a law was adopted for companies to file rates and classes similar to others now being proposed. The department said it was impossible to declare a rate to be adequate for one company and a different rate adequate for another, and in effect a one-rate law was used until 1937 when the present bill was passed, giving the department the sole authority to make rates. In 1945 a casualty law was adopted with many features of the bill now proposed, but the department held could not be enforced, so the single-rate law was adopted.

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Mr. Wortham argued that anything that could be done under the flexible rate bill could be accomplished by the use of dividends.

Marion Sanford, speaking for Texas Assn. of Insurance Agents, urged that the bill not be passed. The agents' responsibility is to policyholders, he said, and the agents do not believe a bill will save any insured any money at any time.

William G. Walker, president of Millers Mutual of Fort Worth, said to continue the present law makes it more likely that money will be available to pay losses when they occur. The company making a profit is entitled to pay a dividend.

Sterling Sasser, local agent of Boston, representing Texas Assn. of Mutual Insurance Agents, attacked an ad in an Austin paper favoring the bill, and said to permit new forms would fill the state with litigation. The public and the agents understand the present system, he remarked and there is no need to change it.

Jerome Sneed, an attorney representing American Mutual Insurance Alliance, said his organization is against fixed rates as a matter of principle, and is opposing a fixed rate bill in Oklahoma, but "because of the peculiar situation in Texas" the alliance does not feel that this is the time to leave fixed rates in that state. He said a number of low-capital companies were organized in Texas on the basis of state made rates, and until Texas insurance has become stabilized and can compete in the open market, the alliance urges delaying the bill.

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Dean Couch, Security General, a member of NAII, said his company is one of the 24 NAII members opposing the bill. It will only help foreign companies take premium dollars out of Texas, he contended.

Vestal Lemmon, general manager of NAII, said he favors "regulated competition." To the charges that flexible rates allow limited form policies, he said there is only one state, Indiana, with limited and broad form policies. The Indiana limited form is the same as the one used in Texas, and is written in Indiana by Texas companies at a 10% deviation. Member companies of Texas Assn. of Fire & Casualty Companies, he said, will deviate in Indiana, "but won't do it back home because they want the shroud of monopoly rates back home."

Mutuals Hike Auto Rates in Ia., Wash.

Mutual Insurance Rating Bureau has revised private passenger auto liability rates in Iowa and Washington, effective March 13. Rates in Iowa will be increased an average of 13.3%, 15% for BI and 11.2% for PDL.

Class 1A in Des Moines is increased \$6 and in the remaining three territories, \$1 to \$6. Class 3 gets an increase of \$6 in Des Moines and \$1 to \$6 in the other three territories.

In Washington, rates go up 11.6%, 17.6% for BI and 4.3% for PDL. Class 1A in Seattle increases \$3, and in remaining territories \$1 to \$4. Class 3 gets an increase of \$6 in Seattle and \$1 to \$7 in remaining territories.

In Washington, the six class plan is introduced which is presently applicable in most states. This replaces the five class plan there. Principal difference is that the latter involves two subdivisions of class 1, the former three.

WANT ADS

Bond Producers Review Current Problems

(CONTINUED FROM PAGE 1)

centage of the total surety production, to seek closer cooperation and collaboration with National Assn. of Insurance Agents and National Assn. of Casualty & Surety Agents, and to work closely with Surety Assn. of America. Current problems are such, he said, that whatever the differences of opinion of producers and companies, conference or non-conference, they should be put aside so that united efforts may be exerted to salvage, preserve and enlarge a business which is so much in the public interest and so important to the national economy.

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David Q. Cohen, manager of the fidelity and surety department of Assn. of Casualty & Surety Companies, described the military housing program, under the Capehart act, and outlined the development of the bonding program required for military housing construction.

Sen. Gore, co-sponsor of the federal-aid highway act of 1956, said shortage of steel, especially heavy structural shapes, and of cement, may delay the program. Sureties should keep in mind advancing prices on heavy steel, as well as the current shortage, in writing performance bonds, he said.

Frank J. Rooney of Miami, president of Associated General Contractors of America, stressed three problems faced by that industry—manpower, especially civil engineers and apprentices, materials such as steel and cement, and know-how among contractors. He criticized furnishing contractors with supplies of blank bid bonds, and asked for closer screening of the contractor's ability and competence before writing a bid bond for him.

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Warren N. Gaffney, general manager of Surety Assn. of America and lead-off speaker, presented a sober picture of the construction contract bond situation. Construction activity in 1956, he noted, reached a new high of $61 billion, 3% up over 1955, and the estimated total for 1957 is $64 billion, $47 billion for new construction and $17 billion for maintenance and repairs.

Yet contractor failures grow progressively worse, he declared. There were 1,305 in 1954, 1,404 in 1955 and 1,843 in 1956. Not all of these were bonded, but the contract bond losses by dollar volume were $32 million in 1954 and $44 million in 1955. The figures are not in for 1956.

He observed that the lease purchase program of General Services Administration has been suspended indefinitely. Also the tight money crisis has left state after state unable to sell bonds for highway, school and public works projects because the unparalleled demand for investment funds has rendered the securities in question unsalable at the interest ceilings allowed.

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The problem of how to keep adequate credit constantly available for all the ventures being planned today and at the same time avoiding the dangers of inflation may be a good thing, he said. For it acts as a safety brake on the construction industry's spiral bidding for labor and materials. Is the country trying to do too much, too fast, and are the strains on manpower and other resources likely to dislocate the current economy, he wondered.

Failure by the surety and contractor to appraise correctly the latter's true financial status, including the value of his unfinished jobs at the time he contemplates bidding on new work, can prove disastrous, Mr. Gaffney said. A committee of Surety Assn. currently is working with a committee of American Institute of Accountants to develop some additional mutually acceptable and basically sound standards or recommendations

New York Casualty Premiums and Losses Listed

(CONTINUED FROM PAGE 9)

	Total Prems. and Losses $	Work Comp. Prems. and Losses $	BI (not Auto) Prems. and Losses $	Auto BI Prems. and Losses $	Auto PDL Prems. and Losses $	Mult. Peril Prems. and Losses $	PDL (not Auto) Prems. and Losses $	Fid.& Surety Prems. and Losses $	Burg.& Glass Prems. and Losses $
Universal	3,575,745	....	....	685,830	170,606	21,271	....	....	....
	1,189,993	....	9,381	372,159	131,391	3,158	1,088	....	....
Utica Fire	617,813	....	....	....	....	68,897	....	....	16,445
	264,646	....	....	....	....	4,875	....	....	6,344
Utica Mut.	18,858,784	6,433,479	1,250,000	6,880,420	2,208,155	84,401	274,023	....	83,166
	9,625,775	3,657,722	678,010	3,215,483	1,049,051	13,876	212,194	....	44,082
Utilities M	1,403,591	1,403,591	....	....	....	....	....	....	....
	27,232	27,232	....	....	....	....	....	....	....
Vanguard	41,837	....	20,777	12,801	4,085	....	635	....	....
	16,903	....	8,275	5,270	2,040	....	....	....	....
Vigilant	675,474	26,410	24,802	40,244	9,886	55,389	349	5,955	12,102
	389,617	6,902	8,688	428	3,116	30,595	....	....	4,734
Westchester	5,788,209	82,160	110,574	348,529	111,283	153,849	12,376	12,104	23,853
	3,483,015	40,521	47,349	245,984	76,704	15,272	2,617	649	12,641
Western Fire	4,250	....	....	....	....	....	....	4,250	....
	....	....	....	....	....	....	....	....	....
World F&M	1,234,416	177	1,500	—117	—57	54,665	....	—18	2,702
	863,594	11	9	....	71	21,985	....	....	113
Yorkshire	3,772,243	365,481	590,900	936,415	263,234	50,919	52,204	15,457	215,501
	1,787,901	225,160	252,953	614,614	160,911	2,074	19,267	—6,429	111,963
Zurich	13,546,028	2,009,431	1,860,634	3,574,918	1,048,856	26,272	296,525	....	332,664
	8,860,008	1,680,186	1,292,083	2,646,271	528,777	3,120	106,090	....	129,752

Premiums and Losses of Other Casualty Lines

BOILER & MACHINERY

	Direct Premiums $	Losses Incurred $
Amer. Empl.	63,924	29,553
Amer. Guarantee	155,387	14,043
Amer. Home	....	-77
Amer. Motorists	119,127	19,554
Arex Under.	33	....
Columbia Cas.	61,273	7,310
Employers Fire	2,684	-3,108
Employers Liab.	87,128	5,514
Fidelity & Cas.	580,945	126,056
General Accident	395	584
General Re*	-4,006	42,857
Globe Indemnity	205,027	21,657
Hartford Steam Boil.	1,666,369	463,702
Indem. of No. Am.	....	-4,494
London Guar.	11,950	1,635
Lumb. Mut. Cas.	539,504	261,890
Maryland Cas.	101,577	8,060
Mutual Boiler	764,640	47,969
Newark	19,871	1,455
No. Am. Reassur.	20,443	-12,898
Ocean Accident	245,952	-9,931
Philadelphia F.&M.	5,429	4,292
Phoenix, N.Y.	10,213	5,930
Queen	9,346	15,243
Reins. Corp.	218	....
Royal Indem.	222,503	91,930
Travelers Indem.	1,049,384	183,044

LIVESTOCK

Hartford Fire	900	....
Hart. Livestock	109,991	52,468

CREDIT

Amer. Cred. Ind.	770,415	113,007
Employers Re	54,919	11,982
General Re	91,056	25,164
London Guarantee	759,298	102,472
No. Am. Reassur.	73,353	9,926

HOSPITAL AND MEDICAL

Assoc. Hosp., Albany	8,002,207	7,115,510
Assoc. Hosp., N.Y.C	112,183,298	103,397,922
Central N.Y. Med.	2,194,306	1,900,602
Chautaugua Hosp.	660,768	570,021
Chautaugua Med.	236,444	180,696
Dental Plan, Inc.*	2,550	....
Genesee Valley	5,091,084	4,031,387
Group Health Dental	4,848	2,426
Group Health	5,133,290	3,861,026
Group Hosp. Serv.	7,431,271	6,430,135
Health Plan, N.Y.C	17,928,035	14,694,973
High School Ath.	204,213	133,777
Hospital Plan	3,342,303	3,164,258
Hosp. Serv., Jeff. County	439,487	400,518
Hosp. Serv. West. N.Y.	15,665,146	13,578,785
Med. & Surg. Care	2,143,620	1,588,319
Northeastern N.Y.	2,527,891	2,144,839
Rochester H.S.	8,706,982	7,669,971
United Medical	46,998,972	36,871,350
Western N.Y. Med.	6,727,761	5,069,940

ACCIDENT & SICKNESS

	Direct Premiums $	Losses Incurred $
Accident & Cas.	290,831	156,906
Aetna Cas.	6,294	320
Aetna Fire	86,596	29,938
Aetna Life*	18,062,674	13,914,450
Amalgamated Life*	11,830,308	9,054,173
Amer. Automobile	183,051	97,827
Amer. Aviation	....	102,002
Amer. Casualty	1,543,591	323,013
Amer. Employers	154,279	58,498
Amer. Guarantee	98,375	53,851
American Home	....	17,049
American	90,269	40,893
Amer. Mfrs. Mut.	60	....
Amer. Motorists	371,771	187,714
Amer. Mutual Liab.	1,278,543	569,308
Amer. Policyholders	9,890	489
Amer. Prog. Health	830,612	309,032
American Reins.*	11,479	8,473
American Surety	20,030	20,766
Associated Indem.	13,652	10,251
Atlantic Mutual	491,434	269,183
Bankers Life, Iowa*	463,882	341,648
Bankers Security Life*	133,527	13,707
BARE	1,073,502	681,031
Berkshire Life*	277,039	134,449
Boston	13,010	15,545
Canada Life*	3,697	1,972
Car & General	10,247	5,800
Central Surety	4	....
Century Indemnity	578,585	277,761
Citizens Casualty	27,272	11,416
Columbia Casualty	45,187	15,364
Columbian Mut. Life*	1,130,874	459,636
Columbian Nat. Life*	383,113	271,393
Commercial	1,918,615	1,294,504
Comm. Trav., Utica	2,539,144	1,660,714
Companion Life*	272,558	187,836
Confederation Life*	131	124
Conn. General Life*	12,979,541	9,859,962
Consolidated Mut.	91,034	55,331
Continental Assur.	2,790,722	2,034,400
Continental Cas.	16,145,453	8,389,561
Cosmopolitan Mut.	411,542	394,243
Credit Life*	251,675	22,534
Eastern Casualty	979,493	669,623
Eastern Life*	2,343	....
Empire Mutual	108,744	64,842
Empire State Mut. Life*	1,600,230	845,784
Employers Fire	1,844	....
Employers Liab.	394,661	156,921
Employers Mut. Liab.	1,336,316	913,275
Employers Reins.	156,199	82,589
Equitable Society*	23,030,876	17,660,546
Exchange Mutual	39,477	22,507
Farmers & Traders*	80,639	21,776
Federal	81,795	-49
Federal Life & Cas.*	1,435,197	614,934
Fed. Mut. Imp. & Hard.	10,278	5,545
Fidelity & Cas.	1,435,628	370,219
Fireman's Fund. Ind.	1,545,063	119,112
Fireman's Fund	60,230	531,432
Firemens, N. J.	....	20,844
General Acc.	678,046	347,439
General Fire & Cas.	33,254	....
General Mutual	57,268	....
General Reins.*	197,122	136,763
General Security*	101,191	131,675
Glens Falls	392,592	123,846
Globe Indemnity	1,345,466	775,607
Great Amer. Indem.	170,722	17,982
Guardian Life*	603,867	132,043
Hanover Fire	1,444	495
Hardware Mut. Cas.	518,031	417,052
Hartford Accident	3,461,187	1,883,701
Health Service	1,665,244	1,002,945
Hearthstone	766,443	218,418
Home F.&M.	72,367	119,112
Home Indemnity	272,657	126,468
Home	50,522	....
Home Life*	1,064,831	614,214
Indemnity of No. Amer.	4,184,220	1,882,114
North America	3,527	120
Interboro Mutual	26,395	17,015
Jamestown Mut.	47,233	24,818
John Hancock*	6,836,277	5,162,753
Liberty Mutual	3,054,520	2,803,082
London & Lanc. Indem.	114,748	59,733
London Guarantee	33,194	9,069
Loyal Prot. Life*	305,234	90,662
Lumbermens Mut. Cas.	3,931,369	2,157,002
Manhattan Cas.	38,653	19,124
Manhattan Life*	42,345	15,500
Manufacturers Cas.	74,926	37,114
Maryland Cas.	548,630	240,289
Mass. Bonding	2,234,905	1,611,265
Mass. Indemnity	1,551,274	558,035
Mass. Mutual Life*	1,714,549	1,241,450
Medical Indemnity	8,634	9,033
Merchants Indemnity	148	....
Merchants Mut. Cas.	500,391	200,096
Metropolitan Cas.	1,575,267	936,665
Metropolitan Life*	49,109,125	37,167,540
Michigan Mut. Liab.	34,931	22,914
Monarch Life*	3,108,899	1,353,140
Mt. Vernon Life*	4,402,822	4,026,166
Munich Reins.*	6,827	....
Mutual Benefit H.&A.	20,893,095	13,073,519
Mutual Life of N.Y.*	439,404	165,745
National Cas.	3,811,077	2,144,349
National Fire	50,880	21,168
Natl. Grange Mut. Liab.	29,597	....
National Surety	10,651	146,599
Nationwide Mutual	800,807	453,161
New Amsterdam Cas.	488,347	191,366
Newark	44,042	....
New England	13,623	6,835
New Eng. Mut. Life*	180,304	77,443
New York Life*	3,646,691	2,629,145
N.Y. Mutual Cas.	301,304	173,263
N.Y. Printers & Book.	147,391	79,311
No. Amer. Acc.*	2,204,413	1,033,735
North Am. Reassur.*	43,363	47,841
No. Amer. Re*	507,153	211,379
Norwich Union	1,039	376
Ocean Accident	230,185	103,739
Old Colony	9,558	2,975
Old Repub. Life*	218,364	84,443
Paul Revere Life*	1,665,556	731,022
Peerless	126,282	29,779
Phoenix of NY	135,664	40,051
Phoenix Mut. Life*	2,954	....
Postal Life*	1,407	....
Potomac	18,048	12,660
Provident Life & Cas.*	510,035	432,163
Provident Mut. Life*	70,214	5,286
Prudential*	17,993,033	12,040,172
Public Service Mut.	195,176	132,563
Queen	19,966	16,323
Reins. Corp.*	1,031	173
Royal Exchange	....	-62
Royal Indemnity	1,647,577	1,006,385
St. Paul F.&M.	76,222	112,556
St. Paul—Mercury In.	98,943	....
St. Paul Mercury	1,704	855
Security Mut. Liab.	53,671	26,980
Security Mut. Life*	3,479,692	2,184,869
Springfield F.&M.	4,205	1,682
Standard Accident	231,729	104,813
Standard, N.Y.	-78	....
State Mutual Life*	1,138,275	582,710
Sun of N.Y.	161,627	29,546
Teachers*	433	368
Transatlantic Re*	9,608	7,711
Transcontinental	14,794	....
Transportation	96,993	56,766
Travelers	27,088,754	18,698,127
Union Labor Life*	5,730,765	4,141,981
Union Mutual*	1,165,237	454,557
United Mutual Life*	32,619	11,902
U.S. Casualty	159,783	82,634
U.S.F.&G.	392,010	156,827
U.S. Fire	-31	....
U.S. Life*	4,509,440	3,035,657
Utica Mutual	377,190	264,874
Victory Mutual Life*	64,462	22,012
World F.&M.	3	....
Yorkshire	14,877	4,067
Zurich	3,842,052	2,342,437
Zurich Life*	1,034	973

Totals of N. Y. Casualty Business

	1956 Direct Premiums $	1956 Incurred Losses $	1955 Direct Premiums $	1954 Direct Premiums $
Workmen's compensation	236,621,274	140,143,596	248,893,980	267,066,174
Liability other than auto (BI)	143,683,617	71,622,541	....	....
Auto BI liability	343,520,120	213,813,147	299,931,083	288,653,766
Auto PD liability	99,527,789	53,300,473	93,821,422	97,973,630
Multiple peril	28,404,661	11,336,102	....	....
Liability other than auto (PD)	15,574,900	6,531,754	....	....
Fidelity-surety	31,888,535	12,885,295	29,097,528	30,972,623
Burglary and glass	25,059,426	10,715,386	....	....
Accident and sickness	309,358,649	206,563,437	279,917,219	253,247,073
Hospital and medical	245,624,476	212,806,455	222,465,553	203,061,645
Boiler and machinery	5,939,316	1,321,770	5,817,944	5,196,310
Credit	1,749,041	262,551	1,912,430	2,030,702
Live Stock	110,891	52,468	113,996	99,354
Total	1,487,062,695	941,394,975	1,351,320,198	1,296,955,391

Totals are only for lines of business shown in accompanying tables. Multiple peril total includes business of companies not listed elsewhere but which will be shown next week in a resume of fire and allied lines premiums. In previous years, BI and PDL (not auto) were combined as a single line, so comparison with previous years cannot be made, while burglary-theft and glass formerly were shown separately and this year are combined. Not all premiums are on the direct basis, those for reinsurers and for life companies and hospital associations. Blue Cross being net written. Totals for 1955 and 1954 are comparable, except that in those years multiple peril was not shown. Auto physical damage, formerly included in these tables, has been subtracted from totals of the two prior years.

(CONTINUED FROM PRECEDING PAGE)

with respect to contractor financial statements.

The losses and anxieties that beset the surety business will be leveled out and overcome in time, he assured producers. But presently they serve to bring home to present and potential customers the stabilizing quality of surety services and credit.

The functions of the Navy's construction program and the responsibility of the surety bond producer in that program were discussed by Rear Adm. R. H. Meade, chief of the Navy Bureau of Yards & Docks.

Practically all of the bureau's domestic construction contracts are placed through competitive bidding and are covered by payment and performance bonds, he said. This is partly due to statutory requirements. For example, the Miller act requires a payment bond of 50% of the contract price. However, the bureau voluntarily elected also to require a 100% performance bond.

For many years the bureau has championed surety bonds, he said. "In the last several years we have been requested to testify, both officially and unofficially, in legislative and administrative channels, as to whether surety bonds are worth what they cost the government. We were askcd whether we ought to dispense with them, save the considerable premiums involved, and act as self-insurers, just as we do in many other fields.

"We have always stoutly maintained that the use of surety bonds is in the best interests of the government because the bond assures that the job will be completed for the contract amount—the surety stepping in to complete the work at that price if necessary—and it gives us some assurance that the low bidder is financially and technically qualified to do the work. We assume that the surety has investigated both points and wouldn't write the bond unless the bidder measured up on both counts.

"We have no means of investigating the validity of our assumption. We must take the low bidder if he is bonded. So we must depend on the services of the surety companies in this regard. This, then, is the surety's and the producer's responsibility."

The bureau has been beset, said Adm. Meade, with a rash of low bidders claiming that they cannot accept award of the contracts on which they have submitted bids because of bid errors. In most cases, these bids are so low, so far out of line, as to put anybody on notice that something is wrong with the bid. In most of these cases, even a slight examination reveals that the bidders don't understand the business and are not responsible. Yet they are all bonded by well-established, reputable sureties.

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This raises the question of the extent to which sureties and producers are living up to their responsibilities, he declared. What examination are they making into the bid? What about the qualifications of the bidder? What are they doing to satisfy themselves that this bidder knows what he is about and can do a good job for the government? Most important, what are they doing to assure that the contractor who has once demonstrated his irresponsibility is not again bonded for performance of a difficult and important military project?

The role of the surety is a helpful one to the Corps of Engineers as it is to the bond producer's contractor client, Brig. Gen. Walter K. Wilson Jr., deputy chief of the Army Corps of Engineers, stated. He emphasized how much bond producer and surety have helped faltering contractors and thus benefited the U. S. However, the surety can do more to help its contractor -client to avoid a default action, he said.

Schlesinger Retires, Eight Named by Springfield

(CONTINUED FROM PAGE 1)

lion in 1942 to more than $100 million today.

Mr. Schlesinger's paternal grandfather, John A. Schlesinger, was with Springfield F.&M. during the civil war. His maternal grandfather, L. O. Hanson, was at one time chief of the Springfield volunteer fire department and one of the city's early fire engines was named in his honor.

Mr. McIntyre joined Springfield at Chicago in 1928. He was a special agent and assistant superintendent of the improved risks department before being elected resident assistant secretary in 1946. He became resident secretary in 1948 and resident assistant vice-president in 1955. In his new capacity at the home office he will be in charge of countrywide and Canadian field operations. Mr. McIntyre is former chairman of public relations committee of Western Underwriters Assn. and former chairman of Western Conference of special Risk Underwriters.

Mr. Chapman has been with Springfield in the investment department since 1940 and was elected financial secretary in 1950. Mr. Cordner joined the company in 1911 in the statistical department, and in 1924 becoming office superintendent. He was elected assistant treasurer in 1938 and treasurer in 1950.

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Mr. Spalding, a fire protection engineer and graduate of Illinois Tech, was with Illinois Inspection Bureau from 1931 until 1941, and after service in the navy joined Springfield F. & M. in 1946 as fire prevention engineer in Chicago. He later was chief engineer, and was elected resident assistant secretary in 1951 and resident secretary in 1953.

Mr. Lightfood joined Springfield F.&M. in 1928 at Chicago. He was in the improved risks, brokerage and engineering departments, and most recently has been superintendent of the loss department. Last year he was president of Western Loss Executives Assn.

Mr. Van Gaasbeck started as security analyst in the investment department in 1951 and was promoted to superintendent of that department in 1955. Mr. Linton joined the accounts department of Springfield F.&M. in 1947, and was transferred to research in 1950. He was advanced to assistant superintendent of the research department in 1953 and became superintendent in 1955. Last year he was named superintendent of the statistical department.

Mr. Appleton, the new director, is a partner in the law firm of Allen, Yerrall, Appleton & Thompson. His grandfather, Julius H. Appleton, was a director of Springfield F.&M. from 1902 to 1904.

Ill. Bureau Dines Gerber

Officers and directors of Illinois Bureau of Casualty Insurers were hosts at a luncheon last week to the new Illinois insurance director, Joseph S. Gerber. S. Alexander Bell, bureau manager, introduced Mr. Gerber to the guests.

C. H. Neyhart, Economu Fire & Casualty of Freeport, is president of the rating organization, which is made up of 32 independent casualty companies, most of them domiciled in Illinois.

New York Board President J. J. Magrath has appointed J. M. Kidd, U. S. manager of Norwich Union Fire, to the committee on electricity.

Fireman's Fund Victory Called Significant Opinion

(CONTINUED FROM PAGE 1)

1955, we decided to secure a judicial determination as soon as possible and therefore refused to supply evidence in accordance with a subpoena issued by the commission. The U.S. district court in San Francisco declined to consider the question of commission jurisdiction and ordered the subpoena enforced merely because it had been issued with due formality.

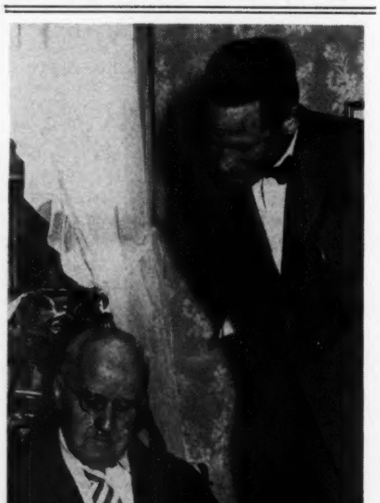
"The court of appeals, in reversing this decision, has upheld our contention that the important question of jurisdiction must be decided at the outset. The course taken by Fireman's Fund avoided a lengthy administrative hearing when the right of the commission to hold such a hearing was doubtful."

In his statement, Mr. Crafts reiterated his conviction that the FTC's criticisms of the accident and sickness advertising material of Fireman's Fund were unfounded, and that he was prepared to contest the allegations when the important question of jurisdiction was resolved.

1958 NAIC Meeting to Be at Chicago

National Assn. of Insurance Commissioners has accepted an invitation of the Illinois department to hold its 1958 meeting in Illinois. The meeting will be in the Conrad Hilton hotel, Chicago, June 9-13. It will be the first time the association has met in Illinois since 1952.

Michigan Mutual Liability has moved its Nashville office to 1717 West End building. W. J. Strubel is manager.



Walter A. Robinson, left, former Ohio superintendent, gives his stamp of approval to pending legislation that would provide autonomy for the Ohio department. With Mr. Robinson is the Present superintendent, Arthur I. Vorys. The bill under discussion would elevate the insurance "division" to the status of "department," and the superintendent would become a member of the governor's cabinet.

The picture of Messrs. Robinson and Vorys was taken in Mr. Robinson's home, 24 Indian Springs Drive, Columbus. Mr. Robinson is still maintaining a lively interest in insurance affairs.

Late News Bulletins . . .

(CONTINUED FROM PAGE 1)

FTC itself, Rep. Wolverton of New Jersey has suggested that Congress consider legislation to give it that authority. The suggestion was made as Rep. Wolverton's interstate commerce committee held its annual review of FTC operations and administration.

Chairman Gwynn of FTC stated that in his opinion the McCarran act does limit FTC's jurisdiction in the A&S insurance field, and that if Congress wants FTC to function in this area it will have to change the McCarran act.

Make Another Try for UJF in New York

After the joint legislative committee on unsatisfied judgment funds had recommended to the New York legislature that it try compulsory a year before amending it, speaker Heck of the assembly and other legislators have proposed passage of a bill providing such a fund. Heck has reached agreement with the Harriman administration and insurance superintendent Leffert Holz on his type of measure. This would be company opera;ted. Senate leader Mahoney has indicated he approves the recommendation of the UJF committee for a year's wait.

To Air Auto Collision Overcharges

WASHINGTON—The automobile practices subcommittee, headed by Sen. Monroney of Oklahoma, starts hearings into car financing abuses, including insurance overcharges, March 18. Monroney will question witnesses on charges that automobile buyers have been overcharged $25 million in insurance premiums by misclassification of thousands of cars as 2C when there was no under-25 bachelor in the household. The overcharges were first brought to light a couple of years ago during an examination of an auto finance insurer by the New York department. Other states then began investigations and demanding refunds, and last year Assn. of Better Business Bureaus brought out a study of the situation.

Ark. Legislature in Uproar Over School Insurance Purchasing

LITTLE ROCK—A house bill to place the purchase of insurance for the University of Arkansas, state colleges, and the fish and game commission in the hands of the state purchasing agent threw the Arkansas general assembly into an uproar here last Friday as the senate killed the bill by a vote of 12 to 18 after having passed the same earlier in the day by an 18 to 14 vote. The senate rebelled against the measure after some senators charged house members with threatening to tie up in the house the appropriation bills of these educational institutions if the bill failed to pass the senate.

The bill drew the vigorous opposition of Arkansas Assn. of Insurance Agents, which charged it was not in the public interest since it would put the placing of insurance on colleges "right back into politics," and, further, that the placing of this insurance with local boards and agencies locally whereby it could be serviced "on the ground" was a sound insurance practice. However, there were some agents in the state who individually favored the Fleeman-Bynum bill.

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Resting on the house calendar with a "do pass" recommendation is another bill by Rep. Fleeman, to set up a state insurance fund for insuring state properties against fire and extended coverage. While it seems unlikely that this bill can pass both house and senate in the remaining days of the 1957 session, establishment of a state insurance fund may be high on the legislative agenda in the 1959 general assembly. The senate has adopted a resolution calling upon the legislative council to study insurance coverage on state buildings and facilities to determine the feasibility of the state becoming its own insurer.

While the fight over insurance placement has overshadowed other insurance legislation, both senate and house have passed Commissioner Combs' recommended surplus lines law and the measure is awaiting Gov. Fabus' signature.

The fight against complusory automobile insurance ended when the author finally withdrew the bill last week.

Still on the house calendar and temporarily "bogged down" by the fight over the purchasing bill is the measure sponsored by Arkansas Assn. of Insurance Agents, to tighten up the agents' qualification law. Another bill, to recodify the state insurance laws, which also has the backing of Commissioner Combs has passed the senate and house.

Wallace Reid & Co., New York City agency, has been honored by Camden Fire on occasion of having represented the company for 50 years. Founder Wallace Reid and officers of the agency were presented with an illuminated scroll of commendation and inscribed silver trays marking the anniversary, at a reception and dinner in New York.

The course on commercial multiple lines by the **Insurance Society of New York** school begins March 21 and will meet Thursdays for 10 weeks.

Instructor is Plato Ccostakis of Atlantic companies. A second section will be scheduled if needed, to be instructed by Herbert Lange of Great American.

The Pittsburgh I-Day team: Joseph H. Kranz, assistant secretary of National Union, associate chairman; Paul K. Garver, state agent of America Fore group, general chairman, and Robert D. Bange, state agent of Ohio Farmers, associate chairman.

REPORT ON STATE FARM/Co-op Advertising

NO "MISSING LINKS" HERE

HOW STATE FARM'S UNIQUE CO-OP ADVERTISING PROGRAM PUTS THE POWER OF NATIONAL ADVERTISING TO WORK OVER THE AGENT'S OWN SIGNATURE

How can the independent insurance agent make full use of a company's national advertising in his own sales presentation? How can he use it to introduce himself and his company to an insurance prospect, and to establish an atmosphere of confidence and trust?

State Farm's answer is a unique cooperative advertising program that provides the "missing link" between national ads and local agents. This program is outstanding in two ways: State Farm not only shares the cost of the independent State Farm agent's own advertising, but provides him with up-to-date materials that tie in with State Farm's year round advertising on network TV and in national magazines.

Result: newspaper ad mats—local radio and TV spot announcements—outdoor posters, movie trailers, roadsigns, billboards—direct mail pieces—"Yellow Pages" trademark listings—and literally hundreds of other promotional pieces that bring the power of one of America's biggest insurance advertising campaigns to the agent's own advertising—with his name and address plain to see.

Do agents like it? They seem to. Thousands have responded to this continuing program. In fact, they have made it one of the largest, most widely used cooperative programs in the entire insurance industry.

This program is typical of the unique advantages that State Farm agents have—the sort of advantages you'd expect with America's largest auto insurance company—insuring more cars than any other company in the world.

STATE FARM Auto Life Fire INSURANCE

If you would like to know more about any aspect of State Farm operations, simply write: Director of Public Relations, **State Farm Mutual Automobile Insurance Company,** *Home Office: Bloomington, Ill.*